

# GRAIN DEALERS JOURNAL

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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this Directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### AMARILLO, TEX.

Panhandle Gr. & Elevtr. Co., whole, gr., fld. seeds.\*  
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### ATCHISON, KANS.

Blair Elevator Co., receivers & shippers.\*

### ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.

### ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.  
Baltimore Grain Co., grain receivers.\*  
Baltimore Pearl Hominy Co., corn pdts.\*  
Blackburn & Co., C. P., grain recvrs., exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., gr'n receivers & exptas.\*  
Hammond, Snyder & Co., Inc., receivers, exptas.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Robinson & Jackson, gr. com. merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*  
Wack & Co., Henry E., grain, hay, feeds.

### BEAUMONT, TEX.

Archer Bkrg. Co., W. R., grain broker.

### BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.\*  
Hasenwinkle Grain Co., brkrs. of country grain.  
Slick, L. E., grain.  
Worth-Gyles Grain Co., cash and future grain.\*

### BOSTON, MASS.

Chamber of Commerce Members.  
Benzacquini, Matthew D., grain brokerage, com'n.\*  
Cressey, Fred L., hay, grain, bkg. com.  
Jaquith, Parker, Smith & Co., wheat barley milo.\*  
Marden & Co., C. F., grain brokers.  
Taft, R. C., grain broker.

### BUFFALO, N. Y.

Corn Exchange Members.  
Buffalo Grain Co., recvrs., fwdrs., consignments.  
Churchill Gr. & Seed Co., recvrs., shippers.\*  
Doorty-Ellsworth Co., Inc., brokerage commission.\*  
Electric Grain Elevtr. Co., consignments.\*  
Harold, A. W., grain, barley a specialty.  
Irwin, Dudley M., barley.\*  
Pratt & Co., receivers, shippers of grain.\*  
Taylor & Bournique Co., receivers and shippers.\*  
Urmston Grain Co., grain commission.\*

### CAIRO, ILL.

Board of Trade Members.  
Antrim & Co., H. S., receivers, shippers.\*  
Halliday Elevtr. Co., grain dealers.\*  
Magee-Lynch Grain Co., grain.\*  
Thistlewood & Co., grain and hay.

### CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.\*  
Gifford-Matthews Co., grain and grain pdts.\*  
King Wilder Grain Co., grain shippers.\*

### CHICAGO, ILL.

Board of Trade Members.  
Anderson & Co., W. P., grain commission mchts.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commiss'n merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Bennett & Co., Jas. E., commission merchants.\*  
Brennan & Co., John E., grain commiss'n mchts.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Finney & Co., Sam., consignments solicited.  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., commission merchants.\*  
Hales & Edwards Co., grain merchants.\*  
Harvey Grain Co., corn and oats.\*  
Hitch & Carder, commission merchants.  
Holt & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
Lewis & Co., F. S., grain & provisions.\*  
Logan & Bryan, options, cash grain.\*  
Lowitz & Co., E., grain commission.\*  
McKenna & Rodgers, commission merchants.\*  
Mumford & Co., W. E., grain, hay, millstuffs.\*  
Norris Grain Co., grain merchants.\*  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.\*

### CHICAGO (Continued).

Pope & Eckhardt Co., grain and seeds.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Quaker Oats Co., buyers of grain.  
Rosenbaum Bros., receivers, shippers.\*  
Rosenbaum Grain Co., J., grain merchants.\*  
Rothchild Co., D., receivers & shippers.  
Rumsey & Company, grain commission.\*  
Sawyers Grain Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer & Co., J. C., grain merchants.\*  
Simons, Day & Co., grain and field seeds.\*  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., C. H., receivers-shippers.\*  
Ware & Leland, grain and seeds.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.  
Blumenthal, Max, grain, feed, hay and straw.\*  
Brouse-Skidmore Co., grain, hay, feed.\*  
Early & Daniel Co., buyers, hay, feed.\*  
Perlin Bros., want corn.\*  
Mutual Commission Co., hay, grain and feed.\*

### CLEVELAND, O.

Grain and Hay Exchange Members.  
Bailey, E. I., grain and millfeed.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Gates Elevtr. Co., The, recvrs. & shprs.\*  
Lake Shore Elevtr. Co., grain and feed.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Star Elevtr. Co., receivers, grain, hay, straw.\*  
Strauss & Co., H. M., recvrs., shprs. hay & grain.\*  
Union Elevator Co., The, grain and hay.\*

### DALLAS, TEX.

E. A. Johnson Co., grain & flour brokers.  
Stagner Bros., recvrs. shprs. grn., hay, c. s. prod.

### DAVENPORT, IOWA.

Davenport Elevtr. Co., receivers and shippers.\*  
Merchants Elevtr. Co., buyers-sellers all grns.  
Purity Oats Co., buyers of grain.

### DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

### DENVER, COLO.

Grain Exchange Members.  
Ady & Crowe Merc. Co., The, grain & hay.  
Best & Co., J. D., buy and sell all grains.\*  
Crescent Flour Mills, The, wheat, corn, oats.\*  
Denver Elevator. We buy & sell grain & beans.\*  
Hungarian Flour Mills, wheat, corn, oats, etc.  
Kellogg Gr. Co., O. M., recvrs. & shprs.\*  
O'Donnell Grain Co., wholesale grain.\*  
Phipps Grain Co., T. D., wholesale grain.\*  
Summit Gr'n & Coal Co., wh't, corn, oats, rye, bly.\*  
Thompson Merc. Co., The W. F., wholesale hay.

### DES MOINES, IOWA.

Marshall-Hall Grain Co., grain commission.  
Mid-West Consumers Grain Co., grain merchants.\*  
Tower, C. A., grain broker.

### DETROIT, MICH.

Board of Trade Members.  
Carson & Co., H. O., corn, oats, rye.\*  
Caughy-Jossman Co., grain & seeds.\*  
Dumont, Roberts & Co., receivers, shippers.\*  
Huston, O. R., gr., hay congmts. a specialty.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain & hay.\*

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.  
Dorsey Grain Co., receivers, shippers.

### FRANKFORT, IND.

Frank & Co., William, grain brokers.

### GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Elder, Fred W., whole, grain, hay and mill pdts.\*  
Koehler-Twiddle Elevator Co., grain dealers.\*  
Stockham Grain Co., E., whole grain & feed.\*

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.\*

### HUTCHINSON, KANS.

Farmers Co-Op. Com. Co., commission merchants.  
Gano Grain Co., grain merchants.  
Hausam-Bateman & Co., grain buyers and sellers.  
Hayes Grain Co., John, grain merchants.  
Hugoton Elev. & Whse. Co., recvrs. shprs. milo, kafir.  
Hutchinson Grain Co., grain merchants.  
Kelly Mfg. Co., Wm., millers of hard wheat.  
McClure Grain Co., J. B., buyers and sellers.\*  
Pettit Grain Co., L. H., grain merchants.  
Reno Flour Mills Co., millers and grain dealers.  
Rock Milling & Elev. Co., receivers and shippers.  
Russell Grain Co., commission merchants.  
Southwest Grain Co., receivers and shippers.  
Union Grain Co., grain merchants.

### INDIANAPOLIS, IND.

Board of Trade Members.  
Belt Elevtr. & Feed Co., receivers and shippers.  
Bingham-Hewett-Scholl Co., grain merchants.\*  
Boyd Grain Co., Bert A., strictly brkg. & com.\*  
Hayward-Rich Grain Co., grain commission.  
Heinmiller Grain Co., receivers and shippers.  
Hill, Lew., strictly commission.  
Hooster Grain Co., consignments only.  
Kinney Grain Co., H. E., receiver and shipper.\*  
Lowitz & Co., E., grain commission.\*  
McCardle-Black Co., grain merchants.  
Minor, B. B., grain consignments solicited.  
Montgomery & Tompkins, receivers and shippers.  
Urmston Grain Co., receivers & shippers.\*  
Witt, Frank A., grain commission & brokerage.\*

### JACKSON, MICH.

Stockbridge Elevtr., trk. buyers, sellers, gr. & sds.

### KANSAS CITY, MO.

Board of Trade Members.  
Addison Grain Co., consignments.  
Armour Grain Co., grain buyers.\*  
Aylsworth Grain Co., receivers, shippers.\*  
Beyer Grain Co., consignments & mill orders.  
Bruce Bros. Grain Co., consignments.  
Clay (Frank B.) Grain Co., hedging—mill orders.\*  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Croysdale Grain Co., grain commission.  
Davis Grain Co., A. C., grain commission.  
Deaton Kuhn Grain Co., consignments.\*  
Ditts & Morgan, consignments.\*  
Ernst-Davis Grain Co., commission.\*  
Fisher Gr. Co., C. V., receivers & shippers of gr.\*  
Friseo Elevators Co., grain merchants.\*  
Goffe & Carkener, recvrs. and shprs. of grain.\*  
Hall-Baker Grain Co., consignments.  
Hinds Grain Co., The, receivers, shippers.\*  
Langenberg Bros. Gr. & Hay Co., recvrs., shprs.  
Mensendieck Grain Co., consignments.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., receivers & shippers.\*  
Morrison Grain Co., consignments.  
Nellis-Witter Grain & Mfg. Co., grain & feed.\*  
Norris Grain Co., grain merchants and exporters.  
Parker Corn Co., corn, oats, kafir, milo.\*  
Roehen Grain Co., E. E., consignments.  
Root Grain Co., consignments and futures.\*  
Secular-Bishop Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Gr. Co., recvrs.-exptas.\*  
Stevenson Grain Co., buyers and sellers.\*  
Terminal Elevators, receivers, shippers.\*  
Twidale-Wright Grain Co., consignments-futures.  
Thresher Fuller Grain Co., grain commission.\*  
Vanderslice-Lynds Co., grain commission.  
Western Grain Co., shippers (a specialty).\*

### LAKE CHARLES, LA.

Bentley Brokerage Co., grain brokers.\*

### LAKE VILLAGE, ARK.

City Feed Co., The, whole, hay, grain & feeds.

### LITTLE ROCK, ARK.

Board of Trade Members.  
H. K. Cochran Co., receivers and shippers.  
Cunningham Commission Co., gr., corn products.\*  
Darragh Company, hay, grain, mixed feeds.\*  
E. L. Farmer Co., brokers, hay, grain, mill feeds.  
Munn-Burrow Brokerage Co., grain, hay, millfeed.\*  
George Niemeyer Grain Co., grain, hay and feed.\*  
J. F. Weinmann Mfg. Co., wholesale gr. and feeds.

### LIMA, O.

Pollock Grain Co., buyer grain, hay, straw.\*

### LOUISVILLE, KY.

Board of Trade Members.  
Bingham-Hewett Gr. Co., recvrs.-shprs. grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Edinger & Co., grain, hay, flour.  
Fruechtenicht, Henry, hay, grain, mill products.\*



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

### LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker, comm. merchant.\*  
Buxton, E. E., broker and commission merchant.\*  
Davis & Andrews Co., grain dealers.\*  
Hasenwinkle Co., H. J., consignments.\*  
U. S. Feed Co., grain, hay, millfeed.\*

### MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

### MILWAUKEE, WIS.

Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.\*  
Donahue Stratton Co., grain merchants.\*  
Godfrey-Blanchard Co., grain receivers.\*  
Kamm Company, P. C., barley and rye.\*  
Lyman-Joseph Grain Co., grain shippers.\*  
Moering Grain Co., grain and feeds.\*  
Rankin, M. G., & Co., grain and feed.\*  
Rialto Elev. Co., grain receivers & shippers.\*  
Runkel & Dadmun, grain commission.\*  
Taylor & Bournique Co., shprs. corn, oats, barley.\*

### MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Benson, Stabeck Co., grain com.\*  
Cargill Commission Co., grain commission.\*  
Carter, Sammis & Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Dalrymple Co., William, gr. com.\*  
Davies & Co., F. M., grain commission.\*  
Getchell-Tanton Co., grain commission.\*  
Godfrey-Blanchard Co., grain recvrs.-shprs.\*  
Gould Grain Co., receivers & shippers.\*  
Hankinson & Co., H. L., grain commission.\*  
Lewis & Co., Chas. E., consignments.\*  
Marfield Grain Co., grain commission.\*  
McCaull Dinsmore Co., consignments solicited.\*  
Poehler, H. & Co., grain commission.\*  
Scroggins McLean Co., corn and oats.\*  
Van Dusen-Harrington Co., grain merchants.\*  
Woodward Newhouse Co., grain merchants.\*  
Zimmerman, Otto A., barley & oats my spec'lty.

### NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

### NEW ORLEANS, LA.

Steele Co., The J. H. W., gr. frt. brok. & forwdrs.\*

### NEW YORK CITY.

Produce Exchange Members.

Bolle-Watson Co., Inc., receivers and exporters.\*  
Brainard Commission Co., consignments.\*  
Blake, Thomas M., buyers—quote us.\*  
Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Morey, L. A., grain.\*  
Schwartz & Co., B. F., com'ison merchants.\*  
Therrien, A. F., broker.\*

### OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Cherokee Grain Co., grain merchants.\*  
Cozart Grain Co., C. B., grain merchants.\*  
Conyers Grain Co., grain merchants.\*  
Dustin Grain Co., grain, feed, seeds.\*  
Langenberg Bros. Gr. Co., grain merchants.\*  
Maney Export Co., grain merchants.\*  
Marshall-Jacobson Grain Co., grain, feed, seeds.\*  
Mid-West Grain Co., grain merchants.\*  
Oklahoma Export Co., grain commission.\*  
Okla. City M. & E. Co., grain mer., mfrs.\*  
Rutledge Grain Co., com. merchants.\*  
Perkins Grain Co., W. L., commission merchants.\*  
Polson & Co., C. A., commission merchants.\*  
Stinnett Grain Co., grain merchants.\*  
Stowers Grain Co., W. B., com. merchants.\*

### OMAHA, NEBR.

Grain Exchange Members.

Adams-Whyte Grain Co., consignments.\*  
Cope & Kearney, grain commission.\*

\*Members Grain Dealers National Association.

### OMAHA, NEBR. (Continued).

Crowell Elevator Co., receivers, shippers.\*  
Dawson Grain Co., grain merchants.\*  
Fisher Rothschild Grain Co., corn and oats.\*  
Holmquist Elevator Co., receivers and shippers.\*  
Kern Co., brokers & commission merchants.\*  
Maney Grain Co., The, consignments.\*  
Merriam Commission Co., consignments.\*  
Miller Wilson Grain Co., rcvrs. & shippers.\*  
Nye Schneider Fowler Grain Co., consignments.\*  
Omaha Elevator Co., receivers, shippers.\*  
Roberts Grain Co., Geo. A., grain merchants.\*  
Stockham Grain Co., E., commission merchants.\*  
Trans-Mississippi Grain Co., rcvrs. & shprs.\*  
United Grain Co., grain commission.\*  
Uptake Grain Co., consignments.\*  
Vanderslice Lynds Co., consignments.\*

### PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.\*  
Ruckley & Co., grain and seeds.\*  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Conover Grain Co., E. B., grain commission.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Grier & Co., T. A., grain commission.\*  
Harwood-Young Co., grain commission.\*  
Luke Grain Co., grain commission.\*  
McFadden & Co., G. C., consignments.\*  
McCreery & Son, J. A., wheat, corn, oats.\*  
Miles, P. R. & C. C., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Rumsey, Moore & Co., grain receivers.\*  
Warren Com. Co., consignments.\*

### PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Lemont & Son, E. K., hay, grain, millfeed.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Smith, Monroe A., grain and feeds.\*  
Taylor & Bournique Co., shippers corn-oats.\*  
Young & Co., S. H., wheat, corn, oats.\*

### PINE BLUFF, ARK.

Riley Feed Mfg. Co., mfrs., alfalfa, molasses & chicken feeds; jobbers mill feeds & cereals.

### PITTSBURGH, PA.

Members Grain and Hay Exchange.

Elwood & Co., R. D., hay and grain.\*  
Geidel & Leubin, grain and hay.\*  
Heck & Co., W. F., grain, hay, millfeed.\*  
Herb Bros. & Martin, grain and hay.\*  
McCague, R. S., grain, hay.\*  
Walton Co., Samuel, grain and hay.\*

### PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

### PORTLAND, ORE.

Albers Bros. Mfg. Co., millers & exporters.\*  
Globe Grain & Mfg. Co., grain, hay & feed.\*  
Kerr, Gifford & Co., Inc., grain exporters.\*  
Northern Grain & Warehouse Co., grain exporters.\*  
Pacific Coast Elevator Co., grain.\*  
Pacific Grain Co., grain exporters.\*  
Ryer Grain Co., wheat, corn and oats.\*  
Stephens-Smith Grain Co., grain and bag dealers.\*  
Tri-State Terminal Co., general grain & bags.\*

### PUEBLO, COLO.

McClelland Mcf'l I. & R. Co., grain, hay & feed.\*

### RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.\*

### SAGINAW, MICH.

Smith-Connor H. & Gr. Co., hay and grain.

### SEATTLE, WASH.

Alber Bros. Mfg. Co., millers & exporters.\*  
Lilly Co., The Chas. H., seed merchants.\*  
Pacific Grain Co., grain exporters.\*

### SEATTLE, WASH. (Continued).

Ryer Grain Co., wheat, corn and oats.\*  
Tri-State Terminal Co., general grain & bags.\*

### ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., buyers and shippers.\*  
Geiger Grain Co., commission merchants.\*  
Gordon Comm. Co., T. P., grain dr. and broker.\*  
Great Western Grain Co., buyers and sellers.\*  
Holdridge Grain Co., receivers and shippers.\*  
Aunt Jemima Mills Co., A. J. hominy feed.\*  
Marshall Hall Grain Co., consignments solicited.\*  
McKee Lindley & Dunn Grain Co., commission.\*  
Mid-West Grain Co., pure soft wheat.\*  
Sloan Simmons Grain Co., consignments.\*  
St. Joseph Hay & Grain Co., grain merchants.\*

### ST. LOUIS, MO.

Annad Burg G. & M. Co., flour, grain, millfeed.\*  
Brockman & Co., Arthur, grain commission.\*  
Dreyer Com. Co., fdg. stuffs, grain, seeds.\*  
Elmore Schultz Gr. Co., rcvrs. & shprs. grain.\*  
Goffe & Carkner Co., grain commission.\*  
Graham & Martin Grain Co., grain commission.\*  
Ichtertz & Watson, grain, seeds and hay.\*  
Marshall Hall Grain Co., grain com.\*  
Mason Hawpe Grain Co., grain merchants.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain & grass seed.\*  
Teasdale Com. Co., J. H., rcvrs. & shippers.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*  
Turner Grain Co., grain commission.\*

### SIOUX CITY, IOWA.

Board of Trade Members.

Button Co., L. C., grain commission.\*  
Bailey, Walter H., Grain Merchants.\*  
Flanley Grain Co., grain and commission.\*  
King Elevator Co., receivers & shippers.\*  
McCaull Dinsmore Co., commission.\*  
McCaull Dinsmore Co., all kinds of grain.\*  
Quinn-Shepherdson Co., grain commission.\*  
Rumsey & Co., receivers of consignments.\*  
Slaughter Burke Grain Co., receivers, shippers.\*  
Taylor & Bournique Co., buyers and sellers.\*

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

### TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain rcvrs., shippers.\*  
Zahn & Co., J. F., grain, seeds.\*

### WICHITA, KANS.

Board of Trade Members.

Beyer Grain Co., consignments & mill orders.\*  
Blood-Pickerill Gr. Co., consignments, mill orders.\*  
Clark Burdg. Gr. Co., consignments.\*  
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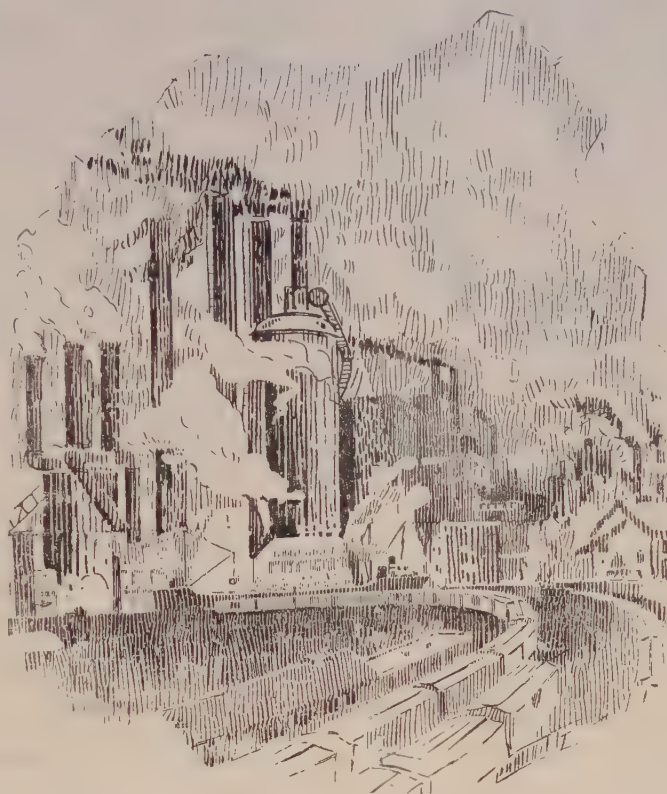
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The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380.

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### GRAIN DEALERS JOURNAL

305 South La Salle St., CHICAGO, ILL.

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This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches, and contains 160 pages of ledger paper 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. Price, \$2.00.

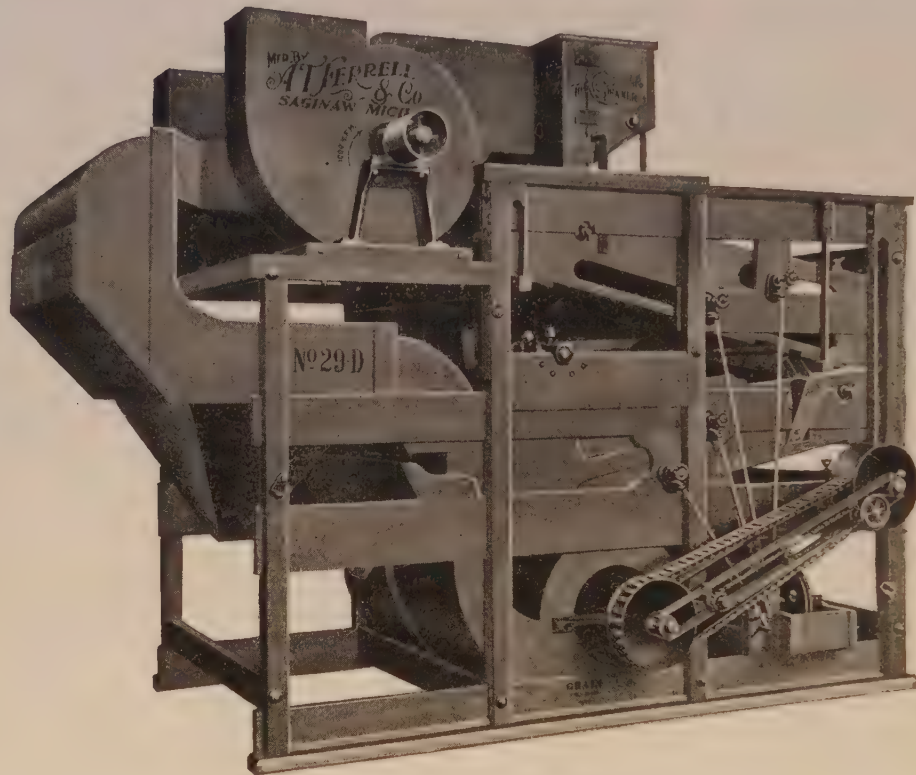
### GRAIN DEALERS JOURNAL

305 S. La Salle Street, CHICAGO, ILL.



# The No. 29-D Dustless Clipper Cleaner

*With Traveling Screen Brushes  
Ball Bearing Drive Shaft  
and Variable Air Regulator*



**T**HE No. 29-D Cleaner has no equal for cleaning and grading all kinds of field and garden seeds, peas, beans, seed corn, seed grain, clovers, timothy, etc. It has all the latest improvements, is strictly up to date in every respect and is suitable and decidedly profitable for use in any seed house or elevator where seed stocks of any kind are handled.

This machine is equipped with our latest improved type of feed hopper. These hoppers insure an even distribution of seed on the screens at all times and prevent any possibility of clogging or of mixtures from seed remaining in the hopper.

The traveling screen brushes are mounted upon roller carriers and travel steadily back and forth across the under side of the screens, keeping the screen perforations clear and insuring the highest screen efficiency at all times.

The suction fan shaft, which is also the main drive shaft, is mounted in S. K. F. Ball Bearings, positively preventing cutting or heating of shaft or bearings, making the machine run smoothly and evenly.

Many of the largest seed houses in the United States are using from six to thirty of our machines of this and similar types and the fact that they add more Clipper Cleaners to their outfits when enlarging or renewing indicates that they find the use of our Cleaners very profitable.

*We make many different types and sizes of Cleaners suitable  
for Seed Houses, Mills and Elevators. Write for catalog.*

**A. T. FERRELL & CO., Saginaw W. S., Michigan**





# SUCRENE

## Poultry Feeds

**T**HERE'S profit in pushing Sucrene Poultry Feeds. Poultry raisers know them and believe in them. More of the big poultry raisers are now buying Sucrene Feeds in large quantities than ever before, because they find these feeds dependable for quality, economy and profitable results.

### A Line of "Repeaters" With a Steady "Pull"

The popularity and always-satisfying, superior quality of Sucrene Poultry Feeds gives you a clear field for big sales which competitors can not touch.

There's a Sucrene Poultry Feed for every stage of poultry life—in quality and price to suit every class of trade—which means an all-year-round business:

**Sucrene Scratch Feed      Sucrene Chick Feed**  
**Cluck Cluck Scratch Feed   Tip Top Chick Feed**  
**Tip Top Scratch Feed**

***We Fill All Orders Promptly***

Our 10-cars-per-day capacity for manufacturing poultry feeds, and our big fire-proof elevator, were unimpaired by the recent fire, and are operating to full capacity.

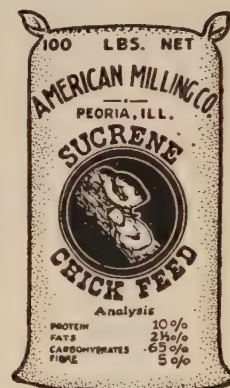
Wire us for prices today. There is a big advantage in early action.

**AMERICAN MILLING COMPANY**

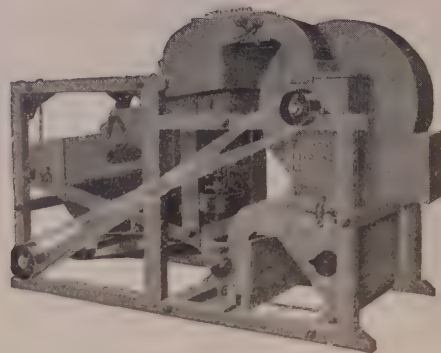
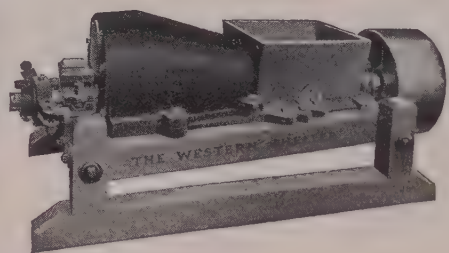
**Mills: Peoria, Ill., Owensboro, Ky.**

**Branches: Philadelphia, Pa.; Cleveland, Ohio; Boston, Mass.**

**Address Main Office at Peoria, Illinois**







## Grain elevators we outfit From cupola right down to pit

Western grain elevator equipment is more widely used than any other make. It is not an experiment. For 40 years we have been meeting the grain man's requirements. Western devices and machinery are the accepted standards among practical grainmen.



## THE WESTERN LINE

Comprises every known device necessary for the complete and efficient handling of grain.

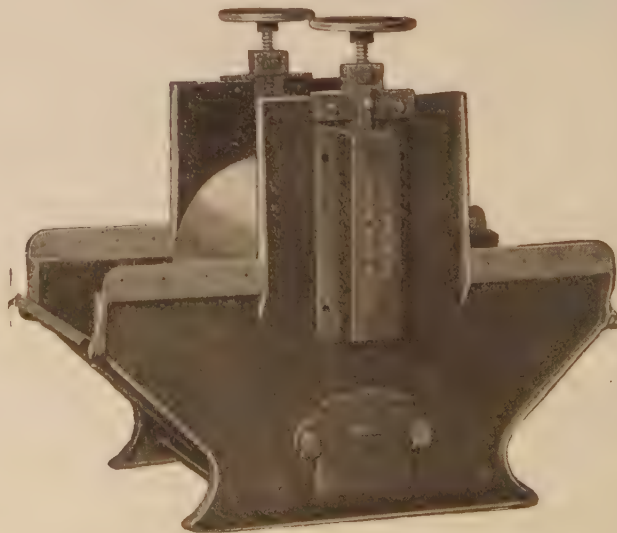
If you haven't our catalog, you had better send for it today. It may suggest something that will make you money.

## UNION IRON WORKS

*Makers of "Western Line" Equipment*

DECATUR, ILLINOIS

Complete stock of Shellers and Cleaners kept at  
1400-1402 West 12th Street, Kansas City, Mo.







*The Jackson Joint, as shown in the picture, is the best way of joining elevator belts. Jackson's, if rightly proportioned to width and ply, will make the belt one continuous structure, with flexibility enough to round the pulleys perfectly.*

*It is no longer necessary to use the stiff lap-joint with its tendency to break at the end of the lap.*

## Another Wonderful Leviathan Lofter!

**T**HIS belt has elevated 12,000 bushels an hour for NINE YEARS, and is still good. Size 300 ft. x 24 in. x 8 ply.

Of another, after six years' usage, a big Eastern elevator manager writes: "Practically as good condition as day installed

—hardest work any lofter in the elevator. Seven of twenty legs, Leviathan. Shall put on all, as rubber gives out."

You can get the same results, when width, ply and the size of the buckets are properly proportioned to the work.

*Why not put it up to the Leviathan man when he calls?*



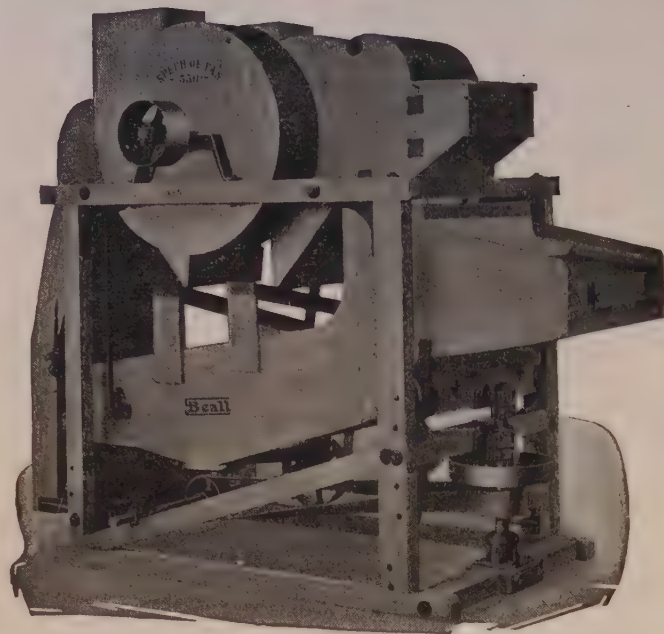
MAIN BELTING COMPANY . . . Philadelphia

New York Boston Chicago Pittsburgh Atlanta San Francisco





# The Beall Grain Separator



*A splendidly balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.*

**Beall**  
THE MARK OF QUALITY

*The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalogue giving full working particulars and complete details.*

**Beall Improvements Co., Decatur, Ill.**

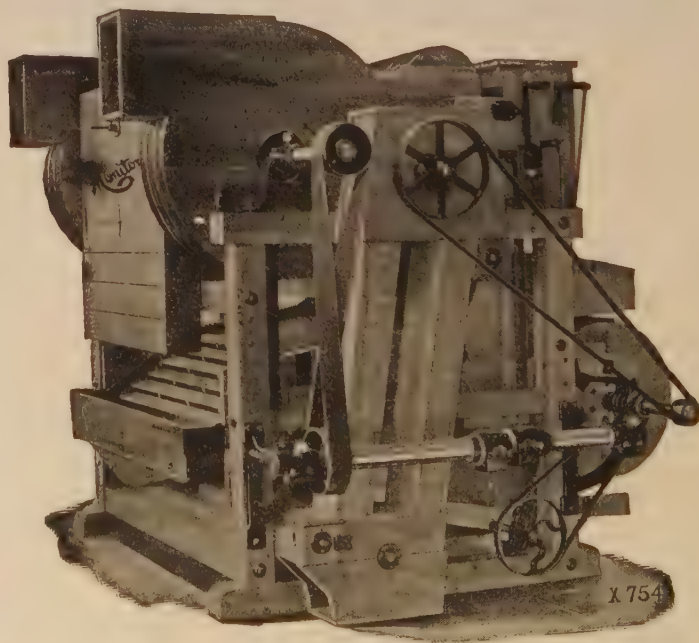
**Monitor**

## Northwestern Separator

Will do more and better cleaning of Succotash Mixtures than was ever done until this machine was produced. We stand ready to prove this in any elevator.

**HUNTLEY MFG. CO.**

**Silver Creek, N. Y.**





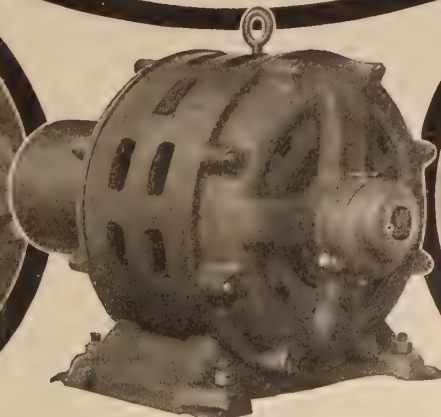
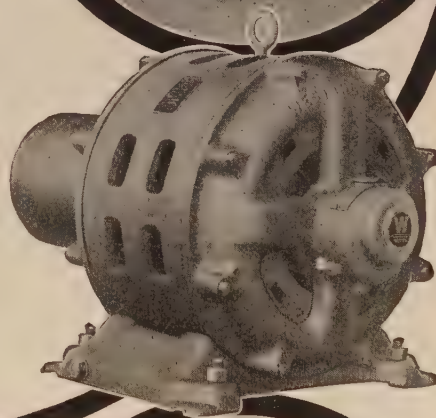
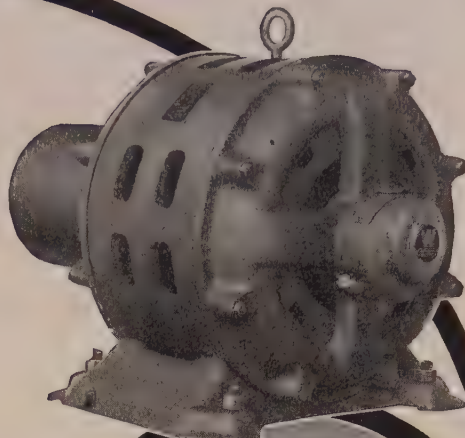
# Westinghouse CS Motors

*Built Ruggedly  
for Steady Service*

Frequent usage has dulled the meanings that the words "durable" and "dependable" should convey—but close and extended contact with industrial needs has only keened our appreciation of what these qualities mean in a motor.

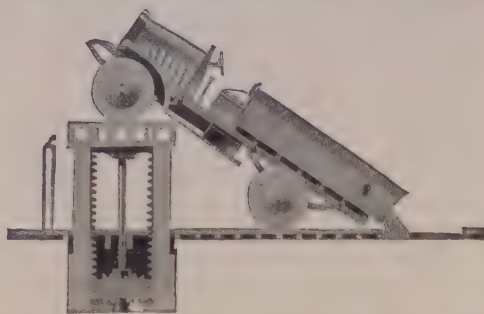
Apply Westinghouse CS Motors for operating elevators, grinders, conveyors, scourers, separators, packers and other grain elevator or flour mill equipment. Use them anywhere that continuous service is required. The Westinghouse CS Motor is exceedingly simple in construction and possesses very few parts. The shaft and bearings are of generous proportions. Form wound coils thoroughly insulated, well braced windings and practically indestructible rotors will assure that durability and dependability. The greatest economy is practised by specifying Westinghouse CS Motors. The characteristic thoroughness of Westinghouse manufacture is embodied in every detail of their construction.

Westinghouse Electric & Mfg. Co.,  
East Pittsburgh, Pa.

**W**WESTINGHOUSE  
ELECTRIC



## THE TRAPP Grain Dumping System



### It Dumps Any Auto or Wagon

Is easily installed and does not disturb your present wagon dumping arrangements. The illustration shows its principal features. The auto is raised carefully by air—the best and cheapest power. You can raise the car to any height, or just enough, so the grain will flow. No danger to driver or truck. The operator has complete control of the raising device through the air valve.

All wise elevator men will investigate this device now and be prepared to accommodate their customers this season. Write for particulars and any information desired.

### TRAPP-GOHR-DONOVAN CO.

1125 No. 22nd Street

OMAHA, NEBR.

## MORE HUMPHREY SERVICE BELT ELEVATORS



than ever before are being installed all over the world.

### SAVES--TIME--MEN--MONEY

A necessity in any mill or elevator with two or more floors. Quickly conveys men and sacks of grain or flour from one floor to another.

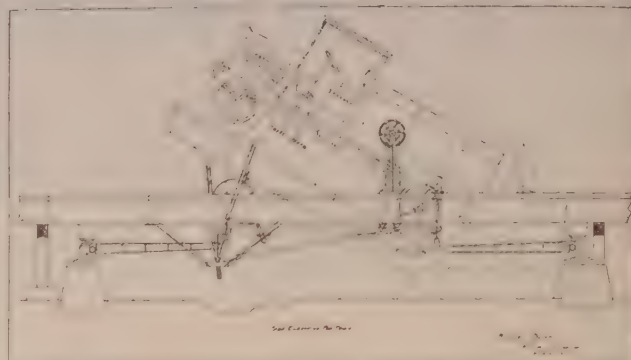
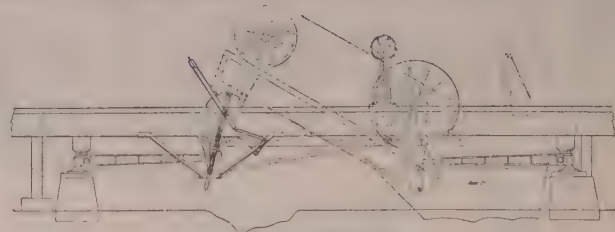
### SPEEDS UP PRODUCTION,

enabling your men to do more work in the same time without useless waste of energy.

Write for Bulletin D-5 giving detailed information why the "Humphrey Endless Belt Route" means bigger profits to the owner.

If not made by Humphrey Elevator Co. it is not a "Humphrey."  
The original standard belt man lift for 30 years.

**HUMPHREY ELEVATOR CO.,** Sole Manufacturer  
Faribault, Minnesota



## Study the Illustrations

We have changed our combination truck and wagon dump from motive to hand power. We are using gravity (as you have been using for the past thirty years on the wagon) on the truck. In place of using an oil control either under the front of the dumping platform or as a rear control or a brake to retard the fall of the load of either vehicle, we use a hand wheel to which is attached a sprocket. From this sprocket there is a chain to the end of the shaft leading to the jack screw. Around the jack screw is a female threaded hub bolted to a ring gear which is driven by a pinion attached to the end of the shaft driven by the chain and sprocket. By this method you use the jack screw to retard the fall of the load of either vehicle, absolutely taking away all danger or hazard of the operator and making it a simple, positive and efficient means of unloading any vehicle as quickly as you want to. Our tests show that vehicles have been tilted to an angle of 30 degrees in 18 to 30 seconds and at all times you have absolute control without danger of the fall of the load.

### Our Dump Is Attached to and Is Part of the Weighing Platform if Scale Is in the Runway.

There can be no question as to the correct weight if you use our dump. No other dump manufactured today will dump your load to the same angle without motive power or air pressure. We guarantee to tilt the platform to thirty degrees in less time than any other dump manufactured if you take into consideration the safety of the device.

Any one desiring to use motive power can also do it in connection with our dump by using two pulleys on pinion shaft and a clutch and automatic control which we will furnish on request, but do not think there is any need of changing from the greatest of all methods—GRAVITY. Any truck dealer will tell you that 75% of the weight of the loaded truck is carried on the rear axle, therefore, if our center bearing rod on which the platform pivots is in front of this load and the wheel base of the rear axle is always in one position, you cannot question our method. When the truck is empty, any dealer will tell you that there is 20% more weight on the front axle than on the rear, therefore, on the truck load we use our jack to retard the movement of the load in both directions.

Our dump thoroughly cleans your wagon or truck in the same manner that you have always unloaded grain. With the exception that by our device, there is not any possibility of the operator being injured and the cost of installing our dump is practically nothing.

Where the scale is not in the runway, our dump can be used on a 16-foot platform. Where the scale is in the runway you can use either a 22 or 26 foot weighing platform dumping over the end or through the scale.

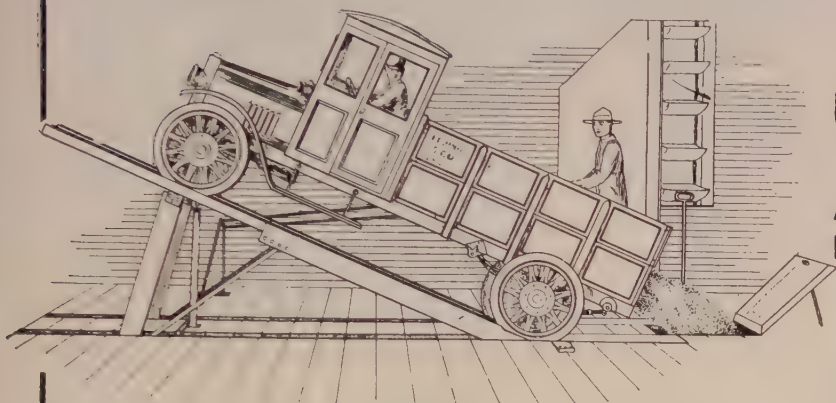
ORDER ONE TODAY, and when it is installed and does what we claim, you can remit for it.

**EDWARD R. BENSON COMPANY**  
MINNEAPOLIS, MINN.



# Unloads a Grain Filled Truck Quickly and Easily as a Wagon

The automatic dumping of grain from loaded trucks has come. In a jiffy the truck is unloaded and on its way. Long lines of impatient and busy farmers need not wait while trucks are slowly emptied as in the old days. For truck owning farmers know the value of speed in unloading and they will surely go where the Moffitt Automatic Truck Dump does the job in a minute.



## *The* Moffitt **AUTOMATIC TRUCK-DUMP**

*Showing side view of track dump with truck on it ready to unload*

## Who Will Get the Farmer's Grain?

He's independent nowadays. His time and truck are valuable and he'll deliver his grain where he gets the best unloading service, for he will not wait. Even the farmers who haul by wagons favor elevators where trucks are quickly dumped. For there is no waiting, no loss of time for them either.

### **Combines With Present Equipment**

This Moffitt Truck Dump works automatically and combines right with your present wagon dump. It's simple and practical and has stood months of tests in many elevators under varying conditions. Easy to install in any elevator. This truck dump is now a needed part of every elevator equipment. In ninety days from now you can't do business without it. The truck is never raised or hoisted up. It drives right on.

### **Automatically Operated. No Power or Pulling Required**

You merely push a lever, and the wheel track automatically rises into place. Drive the truck on. In a jiffy it's unloaded. A turn of a lever—so easy a boy can do it—the track automatically settles softly into place. The truck drives off, the job is done. No complicated gears, no jacks, screws or overhanging pulleys. Once installed the only power used is a pull of the lever.

## Send for the FREE Book

It tells all about the Moffitt Automatic Truck Dump. The simple, practical device for quickly unloading trucks of grain. A mere pull of the lever and the job is done. Every elevator owner and manager should have this book. You need a Dump, so learn about this one. For those who know marvel at its simplicity and effectiveness.

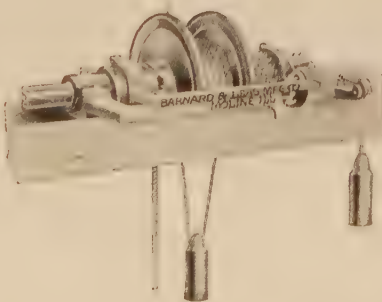
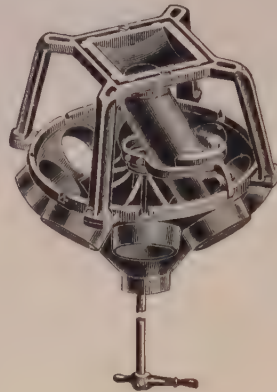
*Send a Postal for Full Information and That Free Book*

## **AUTOMATIC TRUCK DUMP COMPANY**

**502 Grain Exchange Building**

**OMAHA, NEB.**





# Everything You Need

for your new elevator from pit to roof at factory prices. For 59 years we have built a line of mill and elevator machinery that has actually stood the tests of efficiency. Whether you are planning a complete new elevator or additions to your present equipment, it will pay you to at least investigate the merits of the Barnard-Moline line and learn why it has given thousands of other mill and elevator owners satisfactory results.

*Write now for FREE Catalog Showing  
Complete Elevator Equipments.*

**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND**

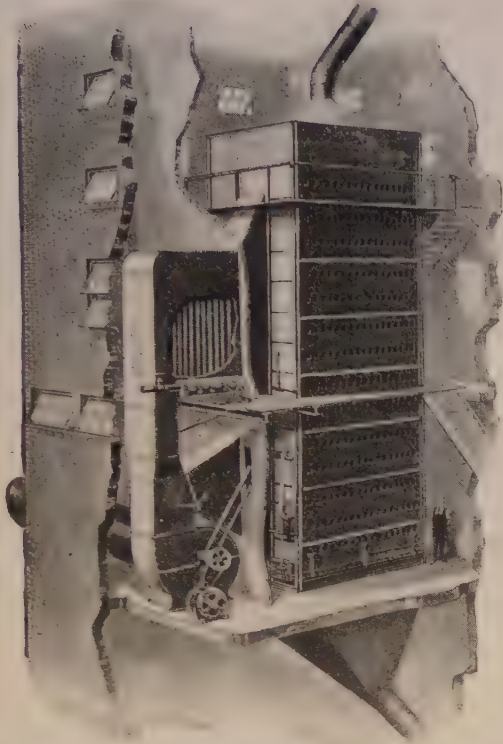
**MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.





# MORRIS GRAIN DRIERS



There is a reason why these driers have been installed in many representative grain elevators during the past five years. Briefly, they cost less to operate, they dry the grain more evenly and the grain appears, after passing through one of these machines, the

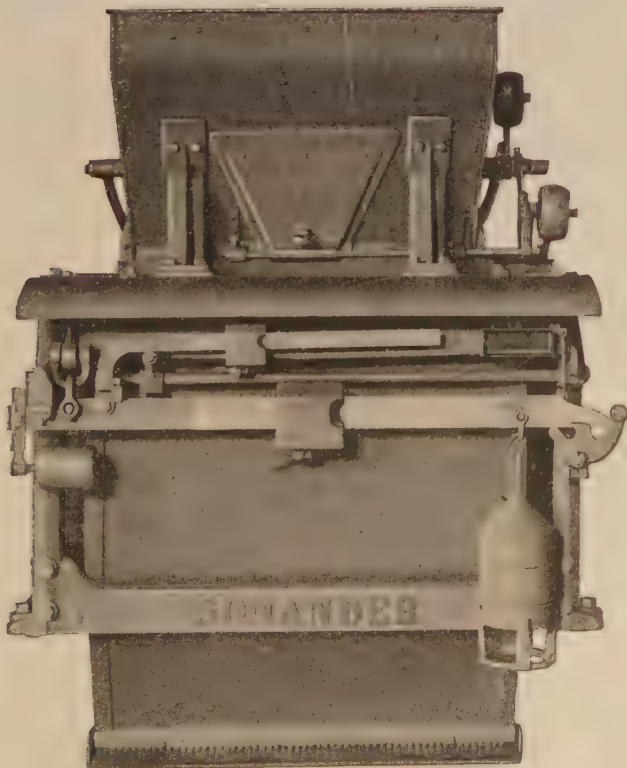
## *—Same as Sun-Dried*

The principle is right, the size is right and the price is right. The new intermittent discharge is positive and automatic in operation. The gates have wide openings and cannot choke.

*Write for descriptive literature.*

**The Strong-Scott Mfg. Co.**  
Minneapolis, Minn.

# Weigh Accurately



The whole object of weighing is to know accurately the quantity; and any such system is useless, unless it will determine this minutely and definitely. Science and mechanical practice has demonstrated that for this purpose, the scale lever is the best for determining the fractions of pounds, and this is the principle of the

## Howe-Sonander Automatic Scale

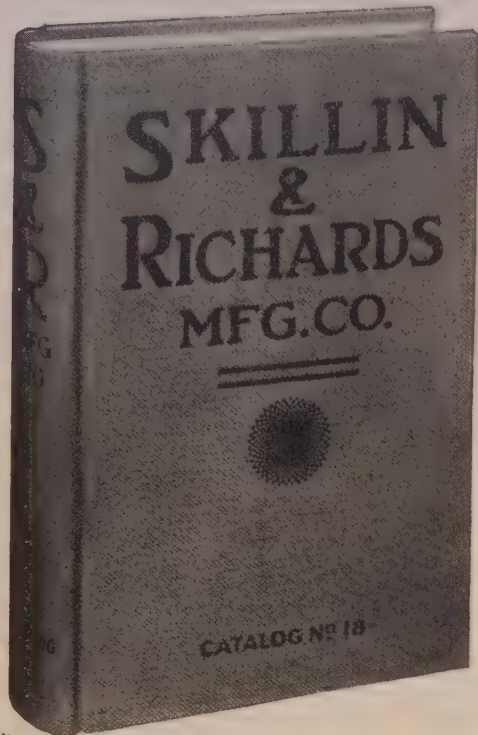
When buying a scale be sure to inquire and investigate this scale. Its simplicity and accuracy will suit your every purpose, and save money for you. Any of the offices below will be glad to give you complete information. Address the one nearest you.

## Howe Scale Co. of Illinois

CLEVELAND, OHIO, 1424 W. 9th St. Henry Vogel, Mgr.  
CHICAGO, ILL., 1315 So. Wabash Ave. O. B. Main, Mgr.  
ST. LOUIS, MO., 512-514 St. Charles St.  
KANSAS CITY, MO., 1510 Main St. W. C. Peak, Mgr.  
For Washington, Oregon and Idaho Business, Address  
Pacific Scale & Supply Co., Wm. Schweizerhof, Mgr., 46 Front St.,  
PORTLAND, ORE., or 546 1st Ave. So., SEATTLE, WASH.



## Be Sure Your Equipment Will Handle the Crop



**W**ITH THE BIGGEST CROP in history in sight it is necessary for every elevator manager to be prepared.

There are ways of increasing your capacity:

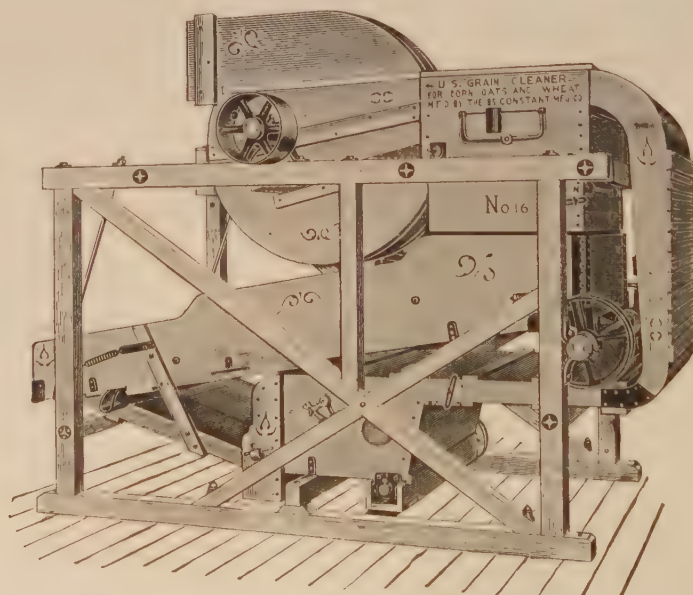
- You can speed up your machinery.
- You can use larger buckets.
- You can enlarge your loading spouts.
- You can improve your dumps, etc.

Let us figure with you on such problems.  
Our Catalog tells all—It is FREE.

**Skillin & Richards Mfg. Co., 4516-60 Cortland St., Chicago**

## A PERFECT GRAIN CLEANER

The "U. S." Grain Cleaner is easily the leader in satisfactory grain cleaning. It has built up an enviable reputation by its record of consistent good performance. It is the cleaner you should install in your elevator.



One  
Powerful Fan

Fan Always  
Under Control

Dustless

Two  
Air Separations

Journals  
Run Cool

Light Running

*Catalog of Our Complete Line of Elevator Machinery on Request*

**B. S. CONSTANT MANUFACTURING CO.**  
Bloomington

Illinois



# PATCH YOUR TORN BAGS



Here's a machine that will pay for itself over and over again in your plant by reclaiming torn or ripped bags and making them as serviceable as when new. The cost of this machine is trifling compared with the saving it makes. Every time you patch a bag in the UNION SPECIAL way, you are adding just so many more trips per bag, saving so much more money. Can you afford to discard slightly damaged bags when a small investment will save them?

REMEMBER: A PATCHED BAG IS AS SERVICEABLE AS A NEW BAG.

Write for detailed information.

**UNION SPECIAL  
MACHINE CO.**

422 N. Franklin St.,  
CHICAGO, ILLINOIS



## 35 YEARS AGO

millers considered the Triumph a good sheller.

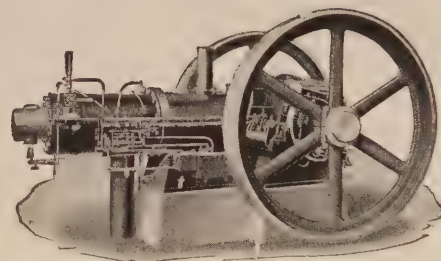
Today it is much better. It has kept up with the times. It has been greatly improved. It is simpler and does its work better than it ever did.

When you buy a Triumph Sheller you buy a proved machine. You buy a machine that has stood the test of 35 years of extensive use.

We want to send you a new and interesting bulletin on Triumph Corn Shellers. A postal will bring it to you.

**THE C. O. BARTLETT & SNOW CO.**

Main Office and Works: Cleveland, Ohio



## Muncie Oil Engine

Uses heavy crude or fuel oil, kerosene or distillate. You can use the fuel that is cheapest to get. Self-starting—Self-contained—Automatically governed.

### STUDY THESE FACTS

Lower Fuel Cost	More Power
Closer Regulation	Steadier Power
No Shut-downs	Greater Reliability
Fewer Repairs	Lower Up-keep

Write for proof of these facts

**MUNCIE OIL ENGINE CO.**

518 JACKSON STREET

MUNCIE, IND.



## Winter Wheat Men Take Notice



**VOLUNTEER OATS ARE HEAVY**  
Last Winter They Did Not Freeze Out

**YOU!** will not get the Govt. Guaranteed Price on Wheat unless these oats are all separated out.

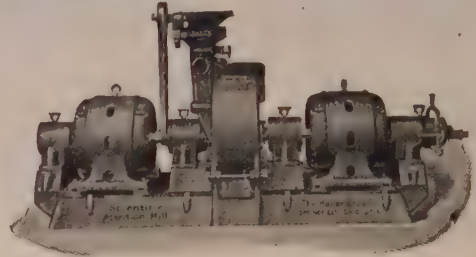
**THE RICHARDSON** OAT SEPARATOR  
is the only solution. Write Quick.

**Richardson Grain Separator Co.**  
1179 15th Ave., S. E., MINNEAPOLIS, MINN.

## Bauer

### Positive, Adjustable Features

of the BAUER "SCIENTIFIC"  
BALL BEARING ATTRITION MILLS



1st.—PLATES ARE ALWAYS IN PERFECT TRAM—Scientific construction insures this.

2nd.—THE PATENTED TEMPER SCREW insures positive, even, continuous adjustment of plates.

3rd.—THE PATENTED QUICK RELEASE—separates plates easily, quickly, returning them to the same adjustment as before.

Three of the many splendid, patented features of this matchless machine.

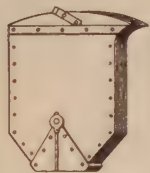
Inquiry is solicited.

## THE BAUER BROS. CO.

506 Bauer Bldg.

Springfield, Ohio, U. S. A.

## SCIENTIFIC



**"KLINGLER"**

Is Automatic—  
Simple—  
Accurate—

Weights Grain as you  
Count Money

"Simplicity Assures Accuracy"

**KLINGLER MFG. CO.**

915 Washington Ave. So.  
MINNEAPOLIS, MINN.

**The Van Ness Safety  
Roller Bearing Manlift**

is built for service. Made from Selected White Birch, has direct acting springs, double safety device that will not fail, runs easy, unnecessary to bolt or lock it while not in use.

Has wire cable and cotton hand line. Sold on 30 days' trial. Write for circulars and prices.

Manufactured and for sale by

**R. M. Van Ness  
Construction Company**

Grain Exchange Building  
OMAHA, NEB.

We Build  
Modern Grain Elevators



## NEW BADGER

SLIP PROOF

SAFETY SPURS

## CAR MOVER

Insures Against Damage Claims



—the Slip-proof  
Safety Spurs

grip edges of rail, where they have not been polished hard by wheels. This double grip insures against mover slipping and allowing operator to fall and break his arms or injure his face, as frequently happens with ordinary movers or crowbars.

**Try One 30 Days—  
No Money in Advance.**

If you keep it, send us \$5.50, plus freight—If you don't, we pay freight both ways and forget it.

For sale by leading jobbers everywhere. If yours can't supply you, order direct.

**Advance Car Mover Co., Appleton, Wis.**  
**Canadian Advance Car Mover Co., Welland, Ont.**

## HALL SPECIAL

### Elevator Leg

Not one moving part—that is the simplicity of the basic principle of the automatic non-chokable feed underlying the HALL SPECIAL.

A solid cast iron barrier regulates the automatic feed—that is the vigilance of the HALL SPECIAL.



Both feed and discharge are positive and accurate, needing no attention—that is the self-reliance of the HALL SPECIAL.

Grain is elevated and distributed without a choke, without mixing the grades, in less time, at less cost than ever heretofore known—that is the economy of the HALL SPECIAL.

### THE HALL SIGNALING GRAIN DISTRIBUTOR

The average man thinks a sheet metal spout for distributing grain that costs less than a cast metal distributor is saving him money. The engineer knows better. Many baffling problems in distribution were solved by the advent of the Hall Signaling Distributor. Few things have been so successful from the start. You cannot realize all this until you have one.

Write for our catalogues.

**Hall Distributor Company, 222 Railway Exchange Bldg. Omaha, Nebr.**





**"Hamilton Made"**

## VITALITY OF CONVEYOR BELTS

In large terminal elevators the conveyor belt is the most important factor for success. To be successful it must have vitality. The "Hamilton Made" belt is the result of every precaution in the handling of rubber from the tree to your plant.

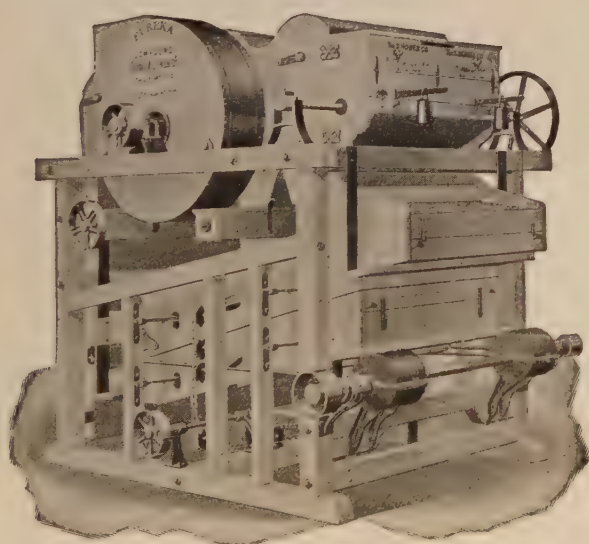
There are two standard brands: INVINCIBLE for Cleaners, Shellers, Clippers, Separators, Feed Mills, Car Pullers, Engine and Motor Drives. LAKEWOOD for Legs and Conveyors. We also make and sell Rubber Hose, Rubber Door Mats and Rubber Packing.

*Write for particulars*

**HAMILTON RUBBER MFG. CO., 218 No. Wells Street, Chicago, Ill.**

FACTORIES: Trenton, N. J.

BRANCHES: New York and Philadelphia



*Ask someone who owns one*

From a purely  
**"RESULTS-DELIVERED"**  
 standpoint no machine  
 quite compares with the  
**"SERVICE-FULL"**  
**"EUREKA"**

It's a really-truly worth-more



**GRAIN CLEANER**



MAY WE SEND YOU COPY OF OUR NEW BOOK (No. 75)?

**S. HOWES COMPANY, Inc.**

SILVER CREEK, N. Y.

REPRESENTATIVES:

William Watson, 415 Western Union Bldg., Chicago, Ill.  
 J. E. Gambrill, 749 E. Church St., Marion, Ohio  
 J. Q. Smythe, 3951 Broadway, Indianapolis, Ind.  
 F. E. Dorsey, 4015 Prospect Ave., Kansas City, Mo.  
 Chas. A. Barnard, 415 Lewis Bldg., Portland, Ore.



**I**F you are really anxious to learn the true merits and economical service of a

## Combined Grain Cleaner and Pneumatic Car Loader

become acquainted with any user. We will gladly send list.

### Why you should install the MATTOON—

It is impossible for it to mill or crack the grain.

It will fill largest cars to full capacity, without any labor in the car.

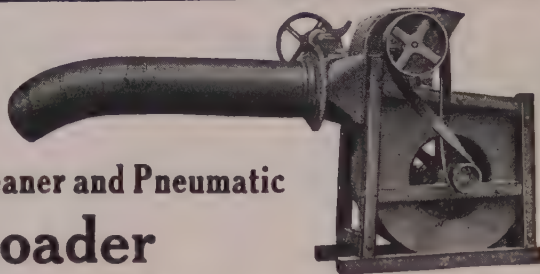
Strong and durable, automatic in action, and requires no attention after starting.

Constant moving of pneumatic tube as it loads the grain prevents dust from gathering in center of car. Cools and dries the grain as it passes through the air.

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**MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.**

"Loads Grain, Malt or Sand"



### Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

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### CONE-SHAPE GRINDERS

#### It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowshers. Have used a No. 4 ten years with less than One Dollar per year for repairs." *H. W. Watt, Jacobsburg, O.*

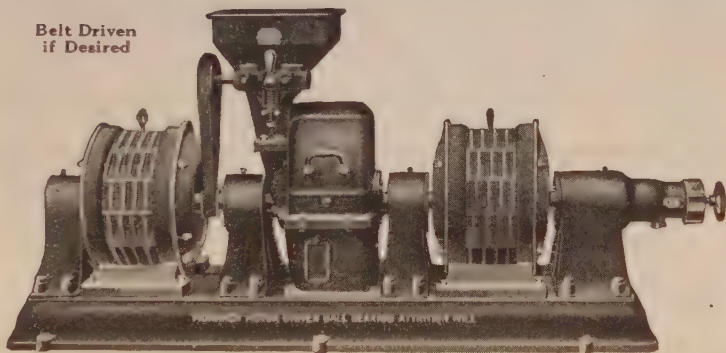
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*Designed and Built to Perform Satisfactorily  
All Attrition Mill Requirements*

Belt Driven  
if Desired



Years of experience in attrition mill building has enabled us to produce this "Monarch" of all Attrition Mills.

It, in your elevator, will pay big interest to you by

### Saving Labor and Time

It is trouble-proof, delay-proof and has dust-proof bearings that require the minimum of lubrication and attention.

Write us today—now—for full particulars and descriptive catalog.

We have much interesting information about feed grinding that we will gladly furnish you.

Write for Catalog No. D115

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Wasting your brain figuring how you can keep out of buying a dust collecting system is like figuring on the best way of ultimately destroying your plant with the greatest loss.

Insurance men, Uncle Sam's specialists on dust collecting telling you of the danger and the many examples of ruin caused by dust explosion, ought to be enough to make you investigate.

### NEW 1905 CYCLONE DUST COLLECTOR

works on less power and with greater results than the old style cyclone types. They are built differently, hence work better. Send for the facts.

**THE KNICKERBOCKER CO., JACKSON, MICH.**

Prevent  
CLAIM LOSSES

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### TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

6000 SHIPPERS

Are now using them.

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"We loaded 1,800 bu. of corn an hour the day before Thanksgiving. We never have to get in a dirty, dusty car to scoop grain." Kenney Elevator Co., Kenney, Ill.

"Your Boss Air Blast Loader is giving the best of service." G. N. Falknor & Son, West Milton, O.

"We would not think of going back to gravity." J. L. Baum & Son, Storms, O.

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We might go on naming user after user who has gotten away from loading troubles entirely by installing a Boss Air Blast Car Loader.

Every car loaded to full capacity without shoveling. Horse Power required from 4 to 12 Horse Power, depending upon speed and capacity desired. CANNOT injure the tenderest grain. Grades improved. We use no complicated feeding devices. Grain simply slides into blast of air. Quickly installed. 30 DAYS' FREE TRIAL.

Write for our two booklets—"60.00 A CAR PROFIT" and "BETTER PROFITS FOR YOU." They tell all about our full line both portable as well as stationary car loaders. These interesting booklets are free.

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For Accurate Moisture Tests use our Grain Dealers Air Tight Cans for forwarding your grain samples.

ST. LOUIS PAPER CAN AND TUBE CO.  
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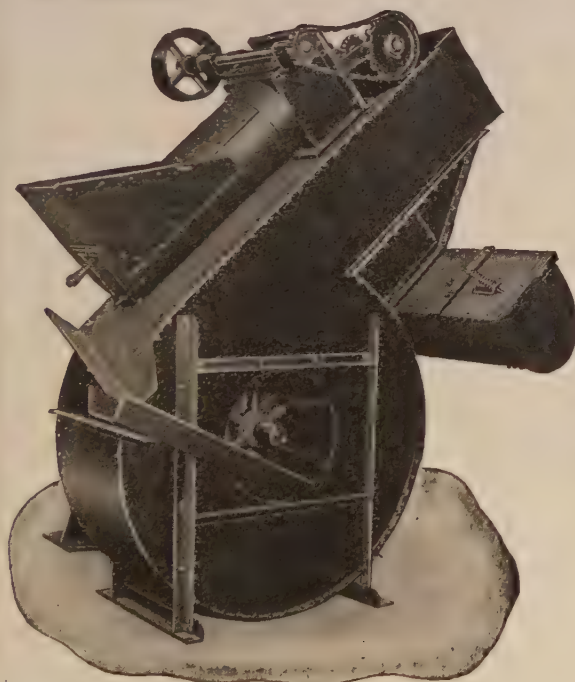
A Tester Wants a Job in your plant. These clutches will save you money, power, time and trouble. Investigate today. A card brings our Free Booklet.

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A better way to handle **GRAIN** is the Bernert Way

## WHY?

Because the Bernert way will save you money and make you money. With the Bernert Pneumatic Grain Handling Machines, whatever your grain handling problem today, will be no problem at all. The Bernert Pneumatic Machines handle all grain ahead of the fan; that's why there positively will be no grain damaged.



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Simplicity of installation and efficiency in operation, handling any problem, is for what the Bernert Pneumatic Elevators, Combined Elevators and Loaders, Conveyors, Portable Track-loaders, Car-loaders, etc., stand.

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## The Badge of Quality

For the plant that needs increased power at irregular periods, there is no simpler or more economical solution than the

## OTTO GAS ENGINE

Its absolute reliability and its sound design help to maintain an amazingly constant fuel economy, efficient performance, long life and unusual freedom from repairs.

Send for full information today.

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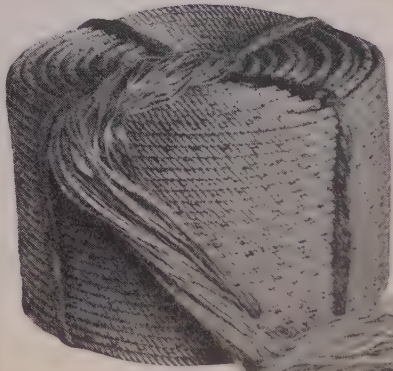
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Specify AJAX TRANSMISSION Rope in your elevator. Designed especially for grain elevators, it is the best rope the most skillful workmanship can produce. Delays caused by broken transmission rope are expensive. Specify AJAX on your next job.

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is one that successfully withstands for many years the attacks of rust and corrosion.

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will effectually protect for years, roofs, stacks, fences, etc.

Time tests the efficiency of a paint. We have records of long service given by Dixon's Silica-Graphite Paint in all climates and all kinds of structures.

Protective paint should be bought on "price per year of service" basis, not "price per gallon."

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The Grain Dealer's Journal

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#### Saves Grain, Money, Time, Labor

Every experienced grain man knows that loading spouts wear only on the bottom side.

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Give us the size of your down spout and length of your present loading spout, and let us show you how to save. A rough sketch will help us. You will be under no obligations.

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DIRECT HEAT OR STEAM

CONTINUOUS FLOW

MADE IN ALL SIZES

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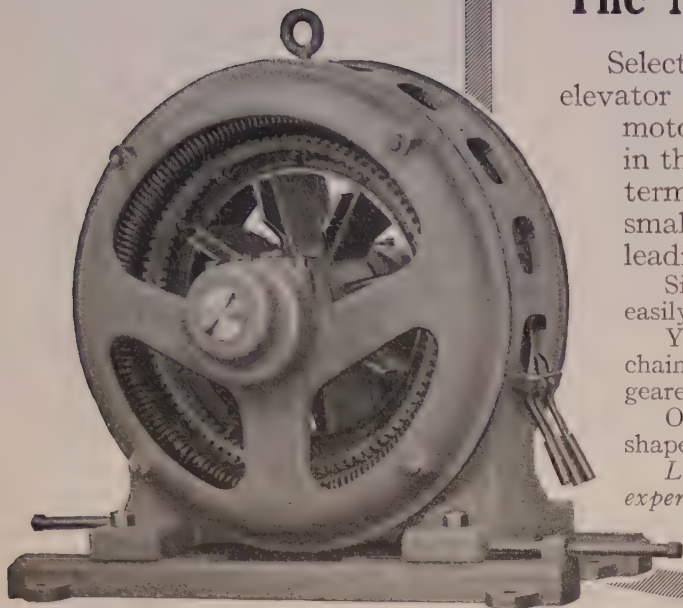
*In everything pertaining to the grain and elevator interests this Journal tops the list, and we're in a position to connect you quickly with representative shippers everywhere.*

Every time you mention the  
**GRAIN DEALERS JOURNAL**  
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help to make it bigger and better.

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Selecting Allis-Chalmers Induction for your elevator drives involves no experiment. These motors have thoroughly "proved themselves" in this service, not only in many of the largest terminal elevators of the country but in smaller plants as well. They are selected by leading elevator engineers and contractors.

Simple in construction and ruggedly built, they are easily handled and reliable in operation.

You have the choice of various types for belt, chain or gear drive, for direct connection or back geared for slow speeds.

Our stock of standard motors was never in better shape for prompt shipment.

*Let us know your motor problems. Allis-Chalmers experience is at your service for solving them.*

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Belts punched accurately for buckets if desired. Estimates for elevator equipments cheerfully furnished.

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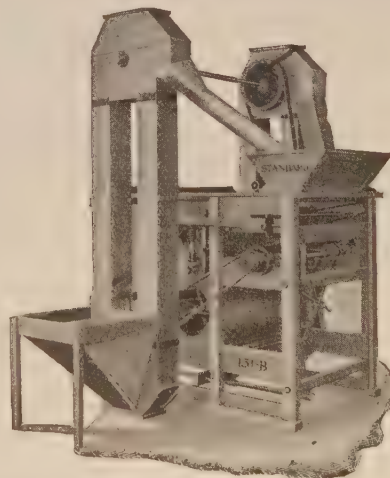


## STANDARD SEED CLEANERS

ARE EQUIPPED WITH PATENTED IMPROVEMENTS

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The Standard line is complete and contains machines for every seed and grain cleaning purpose.

No. 131-B Standard Cleaner, illustrated above, gives maximum results in cleaning every variety of field seed and seed grain.

Write for descriptive circulars of the complete line.

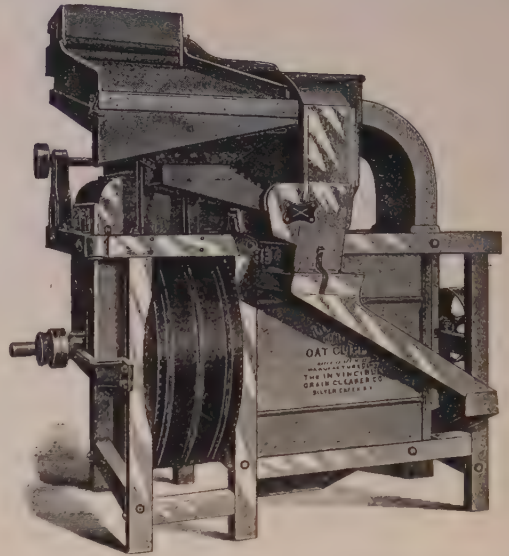
**THE INTERNATIONAL MFG. CO.**

Crestline, Ohio.



A combined machine that will either clip oats or clean them without clipping. Clipped oats always demand higher prices. Ask for Bulletin No. 25.

INVINCIBLE GRAIN CLEANER CO.  
Silver Creek, N. Y.



Style No. 6000  
Corn Grading Balance

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Corn Grading  
Grain Moisture  
Bean and Seed Testing Scales  
Special Scales for Special Purposes

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— have —  
No Knife-edges—No Friction—  
No Wear—No Concealed  
Bearings

Used by U. S. Dept. of Agriculture, Testing Stations, Grain Elevators, Seedsmen, Commission Houses and Boards of Trade.

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### Grain Dealers Journal

315 So. La Salle St. CHICAGO, ILL.

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Since the closing of the War means the beginning of a New Era in the History of the World, so, also will the people be looking to the newest and best manner in which to handle their business. Therefore, when contemplating the erection of a new Grain Elevator, think what it means to have a perfect working dump and give your attention to making yours such.

There is no better way than by having it controlled by an Automatic device made expressly for this purpose. There are hundreds in use today giving satisfaction, and you can have this Service with little expense.

Drop a line to us and get full particulars regarding our AUTOMATIC DUMP CONTROLLER.

L. J. McMILLIN

525 Board of Trade Bldg. INDIANAPOLIS, IND.

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There is no better source of profit for an elevator than a feed department that is properly conducted. The extent of the profit depends, first, on the feed mill which must be able to turn out good quality grinding at the lowest possible cost; second, the persuasive powers of the elevator man to interest his patrons in his product.

If you are backed up by a good feed mill your persuasive powers will not be lacking.

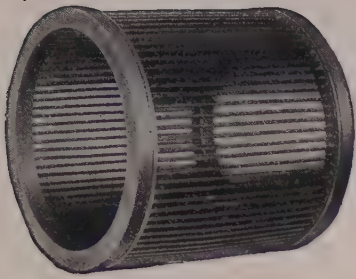
You know what feed mill to install? Write and ask us.

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### *This Solid Metal Rotor "Cage" Winding*

Has no screws, bolts or rivets to break or fall out—  
no joints to loosen—means no arcing at bars or rings  
—no sparking. It's one of the long life features of

## Fairbanks-Morse Induction Motors

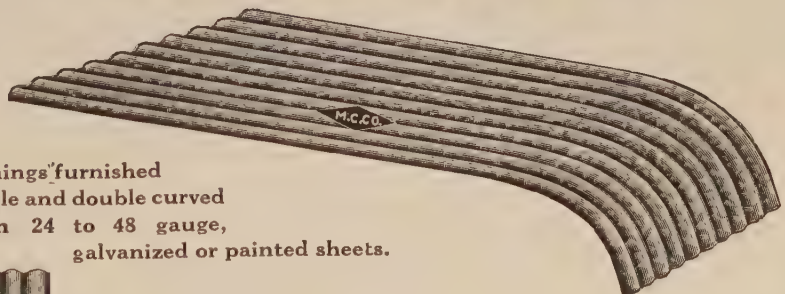
These motors also have **Ball Bearings**  
—packed with grease—means reduced  
friction—little attention. **Rigid Cast**  
**Frame** gives firm base for moving  
parts — maintains alignment for belt,  
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is economical and efficient in operation because it is correctly designed and properly constructed.

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We build them that way.

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We have the most complete  
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for the construction of

**GRAIN and COAL  
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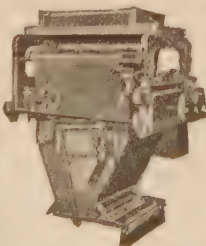
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AUTOMATIC GRAIN SCALES

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sixty pounds to the  
bushel without  
change of adjust-  
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Patented

**JACKS**

**For Lifting Concrete Forms**

12 Years of Service

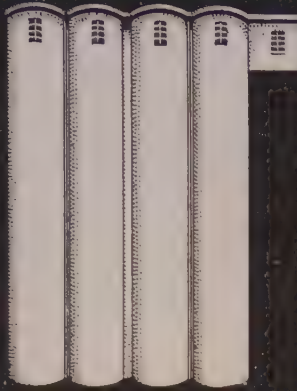
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Shows at a glance where to look for the record of any car of  
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GRAIN DEALERS JOURNAL

305 So. La Salle Street

Chicago, Ill.

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We Carry Liability Insurance

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An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages  
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# Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000  
wagon loads. Each man's loads are entered on his page.  
It keeps a record of scale weights. From it both debits  
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In using this book the dealer minimizes the chance  
of making errors by posting from original entries.

The book is ruled with column headings as follows:  
Date; L. F.; L. F.; Kind of Grain; Remarks; Gross;  
Tare; Net; Bushels; Pounds; Price; Amount.

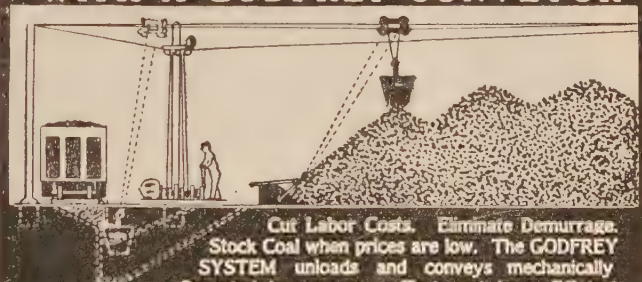
The book contains 240 pages, size 10 1/2 x 15 1/2 inches. The best  
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Cut Labor Costs. Eliminate Demurrage.  
Stock Coal when prices are low. The GODFREY  
SYSTEM unloads and conveys mechanically  
Operated by one man. First cost low. Efficient  
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Elkhart, Indiana

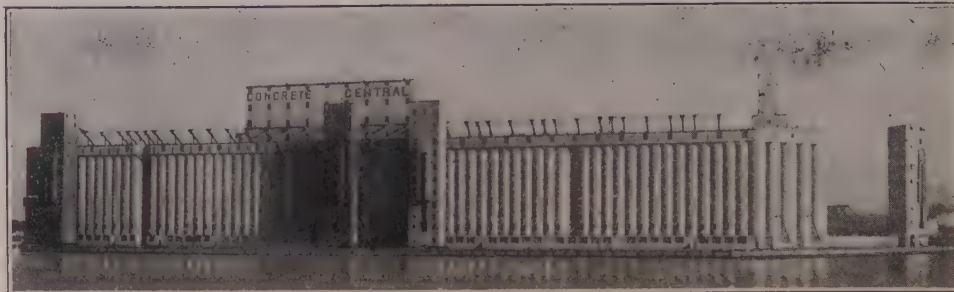


## Monarch Built Elevators

assure you economical design, first class work, efficient operation.

### SATISFACTION

*Let us Submit Designs and Prices*



Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

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GRAIN ELEVATORS  
IN ALL PARTS OF THE WORLD

GRAIN ELEVATOR DEPT.

15th Floor, Westminster Bldg.

CHICAGO

W. R. SINKS, Manager

Capacity  
5,000,000 Bushels



## Canadian Government Grain Elevator Port Arthur, Ontario

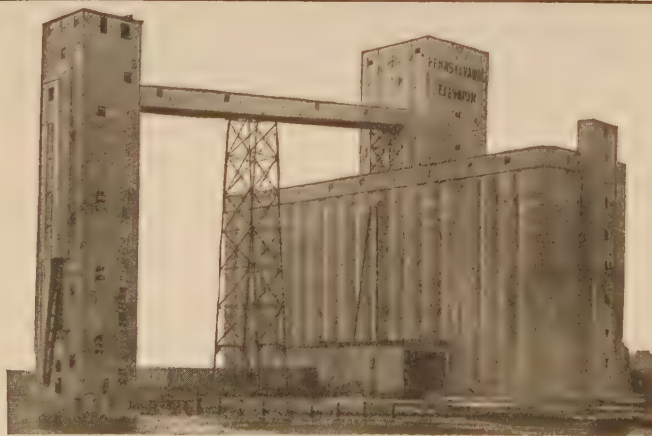
Capacity 3,500,000 Bushels

The Last Word in GRAIN ELEVATORS

Designed and Built by

### Barnett-McQueen Co., Limited

OFFICES { FORT WILLIAM, ONT.  
DULUTH, MINN.  
MINNEAPOLIS, MINN.



Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

Designed and built under the direction of

### Folwell-Ahlskog Co.

McCormick Bldg. - Chicago, Ill.

*Write us for Estimates and Proposals*





## Elevator No. 2

Manchester Ship  
Canal Company

Manchester, England

1,500,000 Bushels

### John S. Metcalf Co., Ltd., Grain Elevator Engineers

54 St. Francois Xavier Street  
MONTREAL, CANADA

108 South La Salle Street  
CHICAGO, ILL., U. S. A.

395 Collins Street  
MELBOURNE, AUSTRALIA

36 Southampton Street Strand  
LONDON, W. C., ENGLAND

### FEGLES-BELLOWS ENGINEERING CO. LIMITED

#### ENGINEERS—CONTRACTORS

GRAIN EXCHANGE,  
FORT WILLIAM, ONT.

UNION BANK BLDG.  
WINNIPEG MAN.

#### THIS IS WHAT WE DID IN 1917

500,000 Bu. Fireproof Elevator, C. G. Ry., St. John, N. B.  
175,000 Bu. Fireproof Elevator, Western Terminal, Ft. William  
500,000 Bu. Fireproof Elevator, N. M. Patterson Co., Ft. William  
1,000,000 Bu. Fireproof Elevator, C. G. Ry., Transcona, Man.  
Fireproof Treating Plant, Anchor Elevator, Winnipeg, Man.  
Complete Fireproof Plant—Mill, Warehouse and Elevator—for  
the Echo Flour Mills Co., Gladstone, Man.



Canadian Government Railways Elevator, Transcona Man

WE HAVE AN ENVIABLE RECORD FOR SERVICE



The 1,250,000 Bushel

### C. & N. W. Elevator

at

Council Bluffs, Iowa

is the latest acknowledgment of our  
capabilities as Grain Elevator Engineers  
and Constructors.

### WITHERSPOON-ENGLAR CO.

1250 Monadnock Bldg., CHICAGO, ILL.

Builders of Modern, Fireproof  
MILLS AND ELEVATORS



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

OUR ELEVATOR ON THE SANTA FE railroad for sale. Stipp & Co., Carrollton, Mo.

30,000 BU. ELEVATOR for sale, complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

60,000 bu. CENTRAL ILLINOIS ELEVATOR, located on private ground. Cheap if sold soon. Central Box 6, Grain Dealers Journal, Chicago.

20,000 BU. ELEVATOR doing good business. Good American town 1000 people. Fine school and churches. Address Vernon, Box 12, Grain Dealers Journal, Chicago.

ELEVATOR and Coal Business in north central Iowa, located in good grain territory and doing good business. Address Bell, Box 12, Grain Dealers Journal, Chicago.

2 ELEVATORS in good grain country in Eastern So. Dakota and ONE in S. W. Minn. for sale at a bargain if taken at once. Address Blank, Box 12, Grain Dealers Journal, Chicago.

A 25 CAPACITY Grain Elevator in complete running condition in good live North Dakota town, for sale. Will sell cheap for cash or on easy terms. Address 47 Chamber of Commerce, Minneapolis, Minn.

TWO ELEVATORS located in the best wheat growing section of South Dakota, both in good operating conditions. Good reason for selling. Write at once. New Richmond Roller Mills, New Richmond, Wisc.

AN OHIO country Elevator handling 300 cars of grain, hay and merchandise for sale or exchange for town property or farm. Price \$4,500. Address Right, Box 8, Grain Dealers Journal, Chicago.

TWO GRAIN ELEVATORS in Western Missouri. Located in best wheat section in state. Bumper crop promised. Best of reasons for selling. Act quick. Address M. B., Box 9, Grain Dealers Journal, Chicago.

3 COUNTRY ELEVATORS, in richest wheat growing section of the Northwest for sale. Doing good business—made over 50% on investment last year. Will sell one or all—terms easy. Address Bixota, Box 10, Grain Dealers Journal, Chicago.

CHEAP for quick sale. Good 10,000 Bu. Studied Elevator. Electric lights and power. Cribs for 3,000 Bu. Ear Corn. Bins for 100 tons coal. Good territory and good business. No competition. Address: Central Iowa, Box 11, Grain Dealers Journal, Chicago.

25,000 BU. CAPACITY CONCRETE ELEVATOR located in Chicago. 500 tons storage capacity for sacked feeds. This building suitable for seed warehouse or mfg. plant. Furnished complete with all necessary machinery. Almost new, 1st class running order. Address Feeds, Box 10, Grain Dealers Journal, Chicago.

ELEVATOR, Seed, Feed and Coal Business. A thrifty business, good location, in live town located in one of the best grain producing regions in southern Iowa. Only elevator in large trade territory. Reason for selling, owner finds it necessary to change climate on account of poor health. Price reasonable. Write for particulars. F. M. Keeney & Sons, Woodburn, Ia.

## ELEVATORS FOR SALE.

50,000 BU. CAP. elevator in Iowa for sale or lease. On line of Ill. Central. Possession immediately. Splendid opportunity. Address Auto Box 12, Grain Dealers Journal, Chicago.

PART INTEREST FOR SALE in a few elevators in Barton, the banner wheat county of Kansas. Crops immense. Address 515 New England Bldg., Topeka, Kansas.

GRAIN ELEVATOR and Feed House at Rosendale, Wisconsin. Price \$1,500.00. Rich farming country. Address Cereal Products Co., Manitowoc, Wisconsin.

ELEVATOR, Meal and Mixfeed Plant for sale at Pine Bluff, Ark. On Missouri Pacific and Cotton Belt Railroads. Good mix car shipments. Address R. B. Jones, Pine Bluff, Ark.

5,000-BUS. ELEVATOR in best wheat and corn section of Mo., 60 miles east of Kans. City, Mo. Price reasonable. Address Verly, Box 9, Grain Dealers Journal, Chicago.

FOR SALE OR EXCHANGE: Two Country Elevators in good wheat and corn section of Central Nebraska. For further particulars address Elevator, Box 11, Grain Dealers Journal, Chicago.

CENTRAL IOWA ELEVATOR and residence, all new. Coal, feed and chance to work other lines. General store at same place can be bought. A dandy layout. Address General, Box 11, Grain Dealers Journal, Chicago.

25,000-BU. CAPACITY ELEVATOR AT MAX, N. D. International line of machinery goes with the deal. Big grain point and good machine business. Price \$12,000. Cash \$7,000, balance terms. Address Ernest Balsukot, Plaza, N. D.

FOR SALE OR LEASE—8,000-bu. capacity elevator, with good farm implement business. Advancing years and death in the firm makes it advisable to sell. Good grain locality. Good business. For complete information apply to Alex Verdort & Co., Bonnot's Mill, Mo.

NEBRASKA 10,000 BU. ELEVATOR including residence and about 25 acres of land. Both in excellent condition. Located in best farming section of Neb. Only elevator in town. Good territory. Address Only, Box 7, Grain Dealers Journal, Chicago.

30,000 BU. CAPACITY Elevator (cribbed); equipped with electric power throughout, attrition feed mill, corn cracker, cleaner, etc. Doing a flourishing flour, feed and fuel business also. Must sell at once. Located in a live Minnesota city of 5000 inhabitants. Address D. X., Box 12, Grain Dealers Journal, Chicago.

## ELEVATOR BROKERS.

JOHN A. RICE, exclusive elevator broker, Frankfort, Indiana.

ELEVATORS FOR SALE—Write to Julian L. Buckley, Elevator Broker, David City, Nebr.

IF YOU WANT to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT. NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

## ELEVATORS WANTED.

ELEVATOR WANTED. Send description and price. C. C. Shepard, Minneapolis, Minn.

WANTED, to exchange town income property for one or two elevators. Address H. A., Box 1, Grain Dealers Journal, Chicago.

ONE TO 3 ELEVATORS in Central Ill. wanted. Must handle at least 200,000 bu. per elevator. Address Cash, Box 12, Grain Dealers Journal, Chicago.

WANT TO LEASE a small elevator in a small town or station in northern Iowa or Southern Minn. with a view of buying if location is liked. Address Box 51, Ontario, Iowa.

ELEVATOR IN ILLINOIS wanted in exchange for 440 acres good land in Minnesota. Fair improvements, \$50 per acre. Address: Inland Grain Co., Galesburg, Ill.

WANT TO BUY one or more good elevators doing a good business. Illinois or Indiana preferred. Address Brothers, Box 10, Grain Dealers Journal, Chicago.

WILL SELL OR EXCHANGE for grain elevator in N. D. or Mont. 320 acre Grain and Stock farm in central N. D. Address P. O. Box 425, Velva, N. D.

WILL EXCHANGE 320 ACRES Kiowa County, Kansas land for Illinois Elevator, 125 acres now in wheat, 80 acres will be planted in corn. Exchange, Box 8, Grain Dealers Journal, Chicago.

I WANT TO BUY a half interest in an elevator doing a good business in Minnesota, North or South Dakota, where management of the business goes with the sale. Give full particulars first letter. Address Lock Box 214, Cogswell, N. D.

## PARTNERS WANTED

I HAVE A LOT adjoining right-of-way of good railroad; about 10 miles from Frankfort, Ind. Good location for elevator, coal business and side lines. I want a partner who will help finance the building of house, and act as manager of the business. Address Weller, Box 10, Grain Dealers Journal, Chicago.

PARTNER WITH FINANCIAL BACKING of ten thousand dollars, or more, for high grade, established business (seed and grain) located in best town of 15,000 population, and best county in north Texas. Owners thorough competent and experienced, but need more capital for enlarging business. Can furnish highest references as to ability, general standing, etc. Would make attractive proposition to suitable party, and give position if desired, provided you are competent. Grain or seed business preferred, but not essential. This is not a "Get Rich Quick" scheme, but a chance to become interested in a 1st class business proposition. Address Universal, Box 12, Grain Dealers Journal, Chicago.

"We have enough answers from our ads in the Journal to hire men for a dozen elevators." Wells-Abbott-Niemon Co.



## MILLS FOR SALE.

3 STAND HIGH CORN ROLL, Allis-Chalmers, practically new, in first-class condition, cheap. THE IMPERIAL MILLS CO., Wichita, Kansas.

THE FLOUR and FEED MILL at Hillsboro, N. D. Flour capacity 100 bbls. Electric and team power. Good location for mill. Will sell cheap. Owners not in position to operate it. Would consider trade in N. D. or western Minn. and. Hillsboro Nat'l Bank, Hillsboro, N. D.

75 BBL. FLOUR MILL for sale. Mill and machinery in fine condition and repair. In operation at present time, doing good business. Situated in center of hard wheat country, with splendid territory to draw from. All grain bought at mill door. If interested, get in touch with J. H. Wilson, P. O. Drawer "A," Indian Head, Sask., Canada.

## FULLY EQUIPPED FEED MILL,

complete equipment for manufacturing 30 varieties of cattle, horse, chicken and hog feeds. Capacity 250 tons daily. Good condition and low in operation. Advantageously located in Chicago. Will sell at 1/4 of cost to build. Write for further particulars to Mill, Box 8, Grain Dealers Journal, Chicago.

"We have secured all the help that we need, from our ad in your paper. We have probably received 40 or 50 applications and we are very much pleased with the results." Clovis Mill & Elevator Co., Clovis, N. M.

## MILLS AND ELEVATORS FOR SALE.

20,000 BU. elevator, equipped with electric power. Cement block feed mill 20x24 with base and equipped with 24" 30 h.p. electric mill holler and crusher. Coal and wood yard. Address Thos. E. Waters, Hastings, Mich.

FIRST CLASS CRIBBED, Galvanized Iron Glad Elevator of about 20,000 bu. capacity; Good Toller Meal and Chop Mill in connection. Storage in plant for 40 tons or more Feed. Equipped or Shelling and Cleaning Grain in transit. 1st class equipment, occupies a city block, in private track of 500 to 600 ft. with room for other buildings; Feed Yards in connection; also feed business and Custom Grinding. Located in Kansas, on Santa Fe Ry., about 50 miles from Kansas City. Address Bargain, Box 10, Grain Dealers Journal, Chicago.

## BUSINESS OPPORTUNITIES.

A VERY comfortable interest in an old established St. Louis grain commission firm for sale. Particulars to interested parties. Address: Interest, Box 11, Grain Dealers Journal, Chicago.

PROFITABLE wholesale and retail grain business in live, healthful, delightful Colorado city for sale for good reasons. Annual business \$700,000. Requires about \$75,000 to handle. Address Grain, Box 9, Grain Dealers Journal, Chicago.

WILL SELL half interest in my grain brokerage business; am located in the heart of Illinois; have business well established, which includes some of the best buyers in the grain business; also have a nice list of Mill accounts. Can show records of past business. Reply promptly if interested. Belt, Box 12, Grain Dealers Journal, Chicago.

DO YOU want a machine or machinery? Have you a machine or machinery which you do not use or do not want? Do you enjoy having discarded machines and machinery laying around in your way, to rust out, or would you prefer to exchange it for elevator supplies you need? Use this department. Get what you want. Put your idle capital to work.

## MALE HELP WANTED.

CAPABLE MAN for grain and lumber business wanted. One who can keep a set of books and is willing to do outside work about the yard. Address Holmes Box 9, Grain Dealers Journal, Chicago.

MANAGER FOR GRAIN BUSINESS AT COUNTRY STATION. Must be experienced. Give references and state salary wanted. Address Clipher, Box 8, Grain Dealers Journal, Chicago.

GRAIN SOLICITOR for Missouri and Kansas wanted. Some one thoroughly acquainted with the trade preferred. Address giving reference, etc. Address Kansas Box 12, Grain Dealers Journal, Chicago.

WANTED: SEVERAL competent country elevator managers. Hard and soft wheat territory; retail trade. State age, experience, and salary in first letter. Address "S," Box 11, Grain Dealers Journal, Chicago.

OLD, RELIABLE firm established 16 yrs. wants man about Aug. 1 to travel the state of Ohio, introducing a line of manufactured Feeds to dealers, and buying Hay and Grain. Man with selling experience preferred. Straight salary. State age, experience, whether married and minimum salary. Address American, Box 11, Grain Dealers Journal, Chicago.

WANTED BY A LONG ESTABLISHED conservative grain commission firm, several experienced traveling men of good address and habits. One for Iowa, others for Kansas, Oklahoma and Nebraska. Must have experience and established trade and be able to show results. Address B. C. CHRISTOPHER & Co., Box 590, Kansas City, Mo.

EXPERIENCED HELP, such as managers for country stations, foremen, auditors and employes needed in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

"Our ad in your paper brought us numerous inquiries, showing that you are reaching the HEART of the TRADE."

—FIRST IN NEWS!  
—FIRST IN ENTERPRISE!  
—FIRST IN ADVERTISING!  
—FIRST IN CIRCULATION!

The Grain Dealer's Journal

## MALE HELP WANTED.

EXPERIENCED MANAGER for The Farmers Elevator Co. at Alda, Nebr. wanted. Must furnish reference. State salary expected.

EXPERIENCED MANAGER for Farmers Elevator in Nebraska. Address Tyler, Box 12, Grain Dealers Journal, Chicago.

RELIABLE MANAGER for Farmers Co-operative Exchange wanted by July 1. Mostly grain and live stock. Catholic community. A. H. Stalzer, Sec'y, Haverhill, Iowa.

EXPERIENCED ELEVATOR MEN WANTED to manage country buying stations in central Kansas. Address Cherry, Box 10, Grain Dealers Journal, Chicago, Ill.

GOOD, COMPETENT second man in Elevator in Eastern Colo. for all around work. Good wages, steady job and a chance for advancement. Address Paoli Grain & Trading Co., Paoli, Colo.

SUPERINTENDENTS for country elevator construction in reinforced concrete. Men familiar with draw-form work and who can handle job from start to finish. Apply, giving references and salary expected, to Simon Construction Co., Columbia, Missouri.

ELEVATOR CONSTRUCTION FOREMAN, good wages and steady work for sober and industrious man. Also elevator CARPENTERS and HELPERS. Address or call at Room 3, Grain Exchange, Omaha, Nebr.

GRAIN BUYERS in Nebraska (basis, part salary and commission, or straight commission) to devote all or part of time in buying by telephone car lot grain from neighboring country elevators. No travelling required. Long grain experience unnecessary as purchases for terminal markets. Exceptionally good opportunity for few country elevator managers. State remuneration preference and territory covered. Cooper, Box 12, Grain Dealers Journal, Chicago.

MEN TRAVELLING OHIO, West Virginia, Virginia or eastern Kentucky open for large line of manufactured feeds as side line on commission. Opportunity to pick up some nice money on side. Commissions allowed on repeating orders coming direct to house from your customers. Address Feeds, Box 11, Grain Dealers Journal, Chicago.

## FEED SALESMAN WANTED.

We have selling agency for Penn. on Stock, Dairy, Scratch, Chick, Mash, Horse, Oat Feed, etc., manufactured by one of the largest concerns in U. S. and need services of high grade salesman to maintain trade established during past 5 years and also to open up new business. Write us, giving experience, present employment, age, salary expected and other qualifications. S. F. SCATTERGOOD & CO., Bourse Bldg., Phila, Penna.

## KEEP POSTED

### GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar Seventy-five Cents for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

..... bus.

State.....

Use Universal Grain Code and Reduce Your Tolls.



## SITUATIONS WANTED.

**AS MANAGER** of a Grain, Lumber and Coal business by a capable man. Can come on short notice. Address Quick, Box 12, Grain Dealers Journal, Chicago.

**AS MANAGER** of country elevator by married man with 10 years' experience in handling grain, coal, lumber and building material. Best of references. Address Price, Box 12, Grain Dealers Journal, Chicago.

**AS MANAGER OF AN ELEVATOR**, 15 yrs. experience in Grain, Flour and Feed. Prefer Iowa. Good references. 50 yrs. of age. Married, Good bookkeeper. Address Steady, Box 10, Grain Dealers Journal, Chicago.

**SITUATION WANTED** by Aug. 1st, as manager of Elevator by experienced man 37 yrs. of age. Five years with present firm. Expert accountant. Prefer Central Ill. Address: Accountant, Box 11, Grain Dealers Journal, Chicago.

**POSITION AS MANAGER** of Grain Elevator. Understand grain conditions and have had 5 yrs. experience. Prefer Farmers' elevator where a large amount of grain is handled. Address Experienced, Box 11, Grain Dealers Journal, Chicago.

**AS MANAGER** of grain elevator, Farmers Co. or private company preferred, and located in western N. D. or eastern Montana. Have 12 years' experience handling grain. Can furnish competent lady book-keeper. Roses Box 12, Grain Dealers Journal, Chicago.

**CAPABLE, EXPERIENCED, Sober HUSTLER** seeks position in good territory; anywhere west of Eastern Illinois where real grain exists. Want to manage an elevator proposition that will "elevate." A-1 value given and "white" rewards expected. Hustler, Box 10, Grain Dealers Journal, Chicago.

**MARRIED MAN IN UPPER THIRTIES;** college education. Experience covers that of manager, solicitor and telegrapher for grain brokerage houses; collection manager for mercantile agency; also railroad experience. Have sales ability. Wish to connect with good grain firm. Address Quick, Box 10, Grain Dealers Journal, Chicago.

**AS MANAGER OR SUPT.** of grain elevator. Have had 11 years experience; handled terminal elevator in one of the world's largest grain markets. Thoroughly experienced in the handling of dryers, bleachers and all work pertaining to the elevator proposition. Would consider small or large elevator, either domestic or foreign. Would also consider management of a line of country elevators. Address Supt., Box 12, Grain Dealers Journal, Chicago.

**SINGLE MAN**, early twenties, college education in Agriculture, Univ. of Ill., former school teacher, Field Clerk, Air Service U. S. Army, some knowledge of book-keeping, desires a position with a grain company in the corn belt where there will be an opportunity to learn the business. Office work desired, but willing to start as elevator man if necessary. References. Address C. R. W., Box 12, Grain Dealers Journal, Chicago.

## MACHINES WANTED.

**WANTED**—One No. 4 Cranson Buckwheat Scourer. Loughry Bros. Milling & Grain Co., Monticello, Indiana.

**2 NEEDLE MACHINES** equipped with either No. 3½ or No. 4 size needles. Give full information regarding your machines to Broadway, Box 12, Grain Dealers Journal, Chicago.

**WANT A 2ND HAND MONITOR** Automatic Receiving SEPARATOR with disc oiling eccentrics and sieve cleaners, size No. 10, 11 or 12; style "B" preferred, style "A" considered. Clare, Box 10, Grain Dealers Journal, Chicago.

## MACHINES FOR SALE.

**ONE NO. 107 Barnard & Leas Elevator Separator** in good condition for sale. Vinita Milling Company, Vinita, Oklahoma.

**ONE NO. 3 MONITOR** Seed Cleaner in first-class condition with about 15 sets of screens. Sold worth the money. Address Mead Grain Co., Ft. Scott, Kansas.

**ONE NO. 2 Sidney Oscillating Corn and Grain Cleaner** in good condition and one 6-ton Fairbanks Scale in good condition. Richards & Armacost, New Hope Station, Ohio. (P. O. address, Campbellstown, O.)

**ONE NO. 8 BOWSER** Feed Mill in perfect running order. First person sending check for \$50 will get this machine. Price F. O. B. cars point shipment. Goodrich Bros. Hay & Grain Co., Winchester, Ind.

**FOR SALE: BIG LOT** of elevator belting and cups, No. 9 Clipper, No. 1 Monitor Receiving Separator, Elevators, Shafting, Pulleys and Hangers. 20 carloads of everything in the elevator and milling line. A. D. Hughes Co., Wayland, Mich.

## REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St., Chicago, Ill.

**IF YOU WANT A MACHINE** that is not advertised here, ask for it. Make your wants known. Some one wants to sell the machine you need, but hasn't started advertising it.

## DYNAMOS—MOTORS.

**5 H.P., 3 PHASE**, 60 cycle, 220 volt MOTOR. \$125. Boss No. 10 Car Loader direct connected to motor, \$40. Used one season. Will sell separately. Farmers Grain Co., Pond Creek, Okla.

**ELECTRIC MOTORS**, Generators, also engines; guaranteed condition. We buy, rent, sell and repair. Independent Electric Machy. Co., 215 Goodrich Place, Kansas City, Mo.

**15 H.P. SINGLE PHASE WAGNER MOTOR**. 220 volt, 60 cycle, A. C.; right from shop; too small, reason for selling; price right. Railroad Grain Co., Ashland, Nebr.

## Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its 204 pages of linen ledger paper, size, 8¼x13¼ inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners. Order Form 43.

Price, \$2.50

## Grain Dealers Journal

305 So. La Salle St., CHICAGO, ILL.

## GASOLINE ENGINES FOR SALE.

**ONE 50 H. P.** and one 15 H. P. Gas Engine for sale at a bargain. Mangelsdorf Seed Co., Atchison, Kansas.

**NEW AND REBUILT** Engines from 1½ h.p. up. Clutch Pulleys, General supplies and Repairs. Bauroth Bros. Co., Springfield, Ohio.

**25 h.p. FAIRBANKS** Type N. B. Engine for sale. Burns Oil or Gas. Good condition. Have installed motors. Address Mead Grain Co., Ft. Scott, Kansas.

**FOR SALE:** One 25 h.p.; one 35 h.p., and one 45 h.p. Miami Gas Engines, in excellent condition. Address: The Shurtle Brothers Machine Co., Middletown, Ohio.

**25 H.P. TWO-CYLINDER VICTOR** Vertical I. H. C. Gas Engine. Complete with air starter and tank. Also Northways two pair high feed mill, No. 815 Style A. Both in good running condition. Beachland Farmers Elevator Co., Beachland, Montana.

**DYNAMOS AND MOTOR BUYERS** are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamo-Motors" columns of the Grain Dealers Journal, Chicago.

## STEAM ENGINES, BOILERS.

**ONE 25 H. P.** Steam Engine and Horizontal Boiler. H. Fike, Lodi, Ohio, R. D. No. 2.

**40 H.P. GEM CITY** Steam Boiler for sale. W. H. Hill, Jenera, Ohio.

**ONE 12x30 CUMMER** Automatic Engine in good order; 83 h.p. with 80-lb. steam cutting off ¼ stroke; 120 R.P.M. Will sell at a bargain. Dimond Milling Co., Keokuk, Iowa.

**BOILERS, TWO 75 HORSE HEINE**, 20 and 60 horse Tubular and Scotch, 200 horse heater, 175 horse Buckeye Engine, Gasoline Engine and pumps. Casey Boiler Works, Springfield, Ohio.

**ONE 25 H.P. Atlas** Steam Engine and one 25 h.p. Atlas "P" Boiler, both mounted on skids, engine under front of boiler, only used short time; located at Bosworth, Mo. Address Missouri, Box 12, Grain Dealers Journal, Chicago.

CLARK'S  
GRAIN TABLES FOR WAGON LOADS  
(Thirteenth Edition)

The best and most complete edition of these popular reduction tables ever issued. It contains 12 grain tables and two pages of freight tables all printed from heavy-faced type in two colors on heavy tough Manila stock. It is reinforced at back with cloth. Marginal index for quickly finding table wanted.

All reductions are complete on one page. It has a range from 100 to 4,090 lbs. on 10-pound breaks. The table shows the following reductions: Oats at 32 lbs., 33 lbs. and 35 lbs. Timothy Seed, 45 lbs. Barley, Hungarian Grass Seed and Corn Meal at 48 lbs. Barely at 50 lbs. Shelled Corn, Rye and Flax Seed at 56 lbs. Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs. Ear Corn at 70 lbs., 72 lbs., 75 lbs. and 80 lbs. per bu.

Freight table shows rate per bushel at 60, 56, 48 and 32 lbs. per bu. when the rate per 100 lbs. is 1 to 31½ cents in ½ cent rises.

Order Form 4090 WL. Price 60 cents.

## GRAIN DEALERS JOURNAL

305 S. La Salle Street Chicago, Ill.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade thru the Partners Wanted column of the Grain Dealers Journal.



## SEEDS FOR SALE—WANTED

### MISCELLANEOUS FOR SALE.

**CYLINDERS RE-BORED** for Tractors, Automobiles and Stationary Engines. New pistons, rings, pins, bushings and other repair parts furnished. Crabb Gas Engine Co., Independence, Ia.

**ANY KIND, ANY SIZE, ANY PRICE** gasoline engine which is not in use and which you wish to sell, will find many ready buyers if advertised in the "Gasoline Engines" column of the Grain Dealers Journal, Chicago. Try it.

### OFFICE SUPPLIES.

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**FOR SALE**—Burroughs, Wales, American, Dalton, Standard, etc., adding machines, half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 236 Fourth St. South, Minneapolis, Minnesota.

### SCALES WANTED.

**AUTOMATIC STATIONARY SACK SCALE**, 140 lbs. or larger wanted. State condition and price. Droge Elevator Co., Council Bluffs, Iowa.

**LEATHER RUBBER BELTING** CANVAS STITCHED  
An Enormous Stock of New and Used Power Transmission Machinery, Belting, etc.  
**TEUSCHER** AND SON MACHINERY SUPPLY CO.  
527 N. Second St., St. Louis, Mo.  
Send for No. 18A BARGAIN PRICE LIST

**MACHINERY**  
For Grinding, Elevating and Conveying all kinds of grain, of standard makes, from smallest to largest capacities.

**NEW AND 2ND HAND REBUILT FLOUR MILL MACHINERY**  
**GOOD AS NEW**

**Big Stock**  
We have the Largest Stock of 2nd Hand Flour Mill and Elevator Machinery in the World.  
Belting, Pulleys, Shafting, Elevator Buckets and Conveyor Bolting Cloth and Roll Grinding.

Write for Net Price Book No. 18-B  
**B. F. GUMP CO.**  
THE MILL SUPPLY HOUSE  
431-437 South Clinton Street, CHICAGO, ILL.

### SEEDS FOR SALE.

**FETERITA**, Kaffir, Milo Maize and Cane Seed in car lots or local shipments for sale. Marshall-Jacobsen Grain Co., Oklahoma City, Okla.

### SCREENINGS WANTED.

**CORN, WHEAT, Barley, Seed Screenings, Oat Clips and Elevator Offal.** Send average sample. Geo. B. Matthews & Sons, 420 South Front Street, New Orleans, Louisiana.

### FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

### BAGS FOR SALE.

**SECOND HAND BAGS FOR ALL PURPOSES.** Offices: N. Y., Pittsburgh and Utica. Utica Bag & Burlap Co., 438-40 Whitesboro St., Utica, N. Y.

### BAGS—BAGGING—BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting, or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.  
WM. ROSS & CO., 409 N. Peoria St., Chicago

### SCALES FOR SALE.

**NEW AND REBUILT** scales of all kinds. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**ONE 4 Bu., 1000 bushel per hour capacity,** Richardson Automatic Scale for sale in good condition. Belden & Co., Inc., Charlotte, Mich.

**2,000 BU. RICHARDSON** Automatic Scale \$300.00; Barnard & Leas 3 pair high 9x18 Roller Mill \$300.00; Wilford 3 roll Mill \$150.00. Wm. Ringle & Co., Cambridge, Ill.

**ONE RICHARDSON AUTOMATIC SCALE**, 1916 type, in first-class condition, selling because we are replacing with a ten bushel machine of the same make, as we need larger capacity. Address Farmers Elevator Company, La Crosse, Ind.

**RICHARDSON AUTOMATIC BAG SCALE.** New. Suitable for track, complete, used 10 days. Very cheap.  
NATHAN KLEIN & CO. 210 Center Street. New York City.

### SCALES REPAIRED AND SOLD

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

**COLUMBIA SCALE CO.**  
2439 N. Crawford Ave. - Chicago, Ill.

*A Kansas dealer, who advertised his elevator for sale in the Journal, at a stipulated price, received so many replies from prospective buyers he decided to keep it.*

## Directory Grass Seed Trade

### ARNHEM, HOLLAND.

Wm. E. Busgers & Co., European fancy natural gr. sds.

### ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

### BALTIMORE, MD.

Scarlett & Co., Wm. G., wholesale seed merchants.

### BELFAST, IRELAND.

McCausland, Sam'l., Ryegrass & Dogstall.

### BUFFALO, N. Y.

Whitney-Eckstein Seed Co. wholesale seeds.

### CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, J. Oliver, seed merchant.

### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

### CLAREMORE, OKLA.

The O'Bannon Co., grass seed dealers.

### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

### EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

### FARIBAULT, MINN.

Farmer Seed & Nursery Co. seed corn & grass seeds.

### GIBSON CITY, ILL.

Noble Bros., wholesale seed merchants.

### INDIANAPOLIS, IND.

Southern Seed Co., field and garden seeds.

### KANSAS CITY, MO.

Harnden Seed Co., field & grass seeds.  
Missouri Seed Co., wholesale exports and imports.  
Peppard Seed Co., J. G., wholesale seeds.  
Rudy-Patrick Seed Co., wholesale seeds.

### LOUISVILLE, KY.

Chambers Seed Co., grain and field seeds.  
Hardin, Hamilton & Lewman, grain & field seeds.  
Lewis Implement & Seed Co., field seeds & implements.  
Louisville Seed Co., clover & grasses.  
Wood, Stubbs & Co., grass & garden seeds.

### MACON, GA.

Georgia Seed Co., field and garden seeds.

### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., grass and field seeds.  
L. Teweles Seed Co., field seeds.

### MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.  
Minneapolis Seed Co., seed merchants.

### NEWBERN, TENN.

Cole Seed Saver Co., Japan clover wholesale.

### NEW YORK, N. Y.

Loewith Larsen & Co., grass & field seeds.  
Doughten, Inc., H. W., grass & field seeds.  
Nungesser-Dickinson Seed Co., wholesale seed merchants.  
Radwaner Seed Co., I. T., fd. & gr. seeds, ex. imprta.

### OKLAHOMA CITY, OKLA.

State Seed Co., The, garden & field seeds.

### PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

### ROCKFORD, ILL.

Condon Bros. Seedsmen, garden, field & flower seeds.

### ST. JOSEPH, MO.

Chesmore Seed Co., field seeds.

### ST. LOUIS, MO.

Schisler, F. & G. S. Co., A. W., seed merchants.

### ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

### TOLEDO, OHIO.

Flower Co., The S. W., seed merchants.  
Toledo Field Seed Co., The, clover, timothy.

### WICHITA, KANS.

Ross Bros. Seed Co., fd. seeds, alf., kaffir, sweet corn.

Whenever there is a real opportunity of interest to the grain trade it is usually registered in the "Wanted—For Sale" columns of the Journal.



## SEEDS FOR SALE—WANTED

RED  
WHITE  
ALSIKE  
ALFALFA  
SWEET

**CLOVERS**

**Timothy, Grass  
SEEDS**

CAR LOTS OR LESS

**KELLOGG SEED CO.**  
MILWAUKEE, WIS.

THE  
**ILLINOIS SEED CO.**

CHICAGO, ILL.

We Buy and Sell

**Field Seeds**

Ask for Prices  
Mail Samples for Bids

**Farmer Seed & Nursery Co.**

Growers of Northern Grown  
SEED CORN, CLOVERS, TIMOTHY  
AND ALFALFA

**FARIBAULT - - MINN**

**WE BUY AND SELL**  
Wheat Screenings, Cane Seed, Salvage Wheat  
Kaffir Corn. Write or wire for prices.  
**HENRY LIGHTIG & CO., Kansas City, Mo**

**Crabbs Reynolds Taylor Company**  
CRAWFORDSVILLE, INDIANA

Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

**WANTED**  
Timothy Seed—Medium Red Clover  
Shippers of all kinds of Field Seeds.  
Poultry Foods—Specialty.  
**JAMESON HEVENER CO.**  
St. Paul, Minn.

**Crawfordsville Seed Co.**  
CRAWFORDSVILLE, IND.  
**FIELD SEEDS**

**A. W. SCHISLER** FIELD AND SEED COMPANY  
53 Years Service GARDEN  
Buyers and Sellers St. Louis, Missouri Bag or Car Lots

**WHITNEY-ECKSTEIN SEED CO.**  
Wholesale Seed Merchants  
**BUFFALO, N. Y.**  
CORRESPONDENCE INVITED

**ALFALFA SUDAN**  
CANE SEED  
FEED and SEED  
MILLETS

**RUDY PATRICK SEED CO.**  
KANSAS CITY, MO.

**THE HARNDEN SEED CO.**

Field and Garden Seeds—Onion Sets

Write for our Surplus List of Garden Seeds

505 WALNUT STREET

KANSAS CITY, MO.

News of new grain elevator machinery and supplies is of business importance to every elevator owner and operator who is willing to effect economies in the handling of grain thru his house by the adoption of the latest and best mechanical facilities obtainable.

Such equipment is always the cheapest in the long run. Consult our advertising columns for desirable equipment.

Do you want the name and address of the man who should be working for you? Try an ad in the "Help Wanted" columns of the Journal.

**Grain Shippers**

and in fact all grain men who are wide awake and on the alert to get onto all the ins and outs of the grain business, subscribe for and read the Grain Dealers Journal



**ALBERT MILLER & COMPANY**  
Handlers of everything in  
**HAY and STRAW**  
"CONSIGNMENTS AND ORDERS SOLICITED"

Timothy	Prairie	192 N. Clark St. CHICAGO, ILL.
Clover	Packing	
Alfalfa	Straw	



# SEEDS FOR SALE—WANTED

## L. Teweles Seed Co.

Milwaukee Wisconsin

Headquarters for  
Red, White and Alsike  
Clover  
Timothy and Alfalfa  
Seed

SEED CORN FIELD PEAS

## The S. W. Flower Co.

WHOLESALE  
FIELD SEED  
MERCHANTS

SPECIALTIES  
RED CLOVER, TIMOTHY  
ALSIKE

TOLEDO  
OHIO

Dwarf Essex Rape

White Clover

Orchard Grass

Tall Meadow Oatgrass

Ryegrass

Wm. G. Scarlett & Co.

Baltimore, Md.

## The Toledo Field Seed Co.

Clover and Timothy Seed

Investigations solicited. Send us your samples.

Toledo, Ohio

## MISSOURI BRAND SEEDS

Specialists

KANSAS GROWN ALFALFA  
MISSOURI GROWN BLUE GRASS  
MISSOURI SEED CO.  
KANSAS CITY, MISSOURI

FLOWER, FIELD and LAWN SEED

J. OLIVER JOHNSON

Wholesale

SEED MERCHANT

1805-9th Milwaukee Ave., CHICAGO, ILLINOIS

## The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,

Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

## CHAMBERS SEED CO.

Incorporated

GRASS and FIELD SEEDS

Combining the resources and experience of  
46 years in the Seed business.

Correspondence Solicited. LOUISVILLE, KY.

## WOOD, STUBBS & CO.

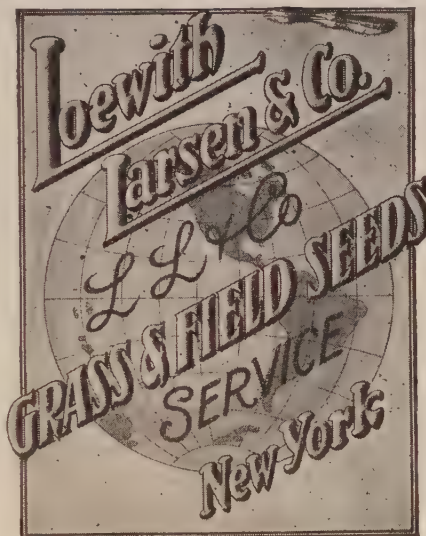
(Inc.)

LOUISVILLE, KY.

Ky. Blue—Orchard—Red Top

BUY AND SELL

Also full line Garden Seeds



## MILLET

IN CAR LOTS

Common Golden Siberian and Hog Millet

JOHN E. SPELTS, Julesburg, Colo.

H. W. DOUGHTEN, 59 PEARL STREET

NEW YORK CITY

Importers, Exporters and Jobbers

Grass and Field Seeds

We Are Buyers of NEW CROP ALSIKE

and Sellers of D. E. RAPE

## The J. M. McCullough's Sons Co.

BUYERS—SELLERS

Field and Garden Seeds

CINCINNATI

-

-

OHIO

## LOUISVILLE SEED COMPANY

INCORPORATED

LOUISVILLE, KY.

Headquarters for

RED TOP AND ORCHARD GRASS

BUYERS AND SELLERS

OF ALL VARIETIES FIELD SEEDS

IMPORTERS

EXPORTERS

## GRASS and CLOVER SEED

Buyers and Sellers of Timothy, Red Clover,  
Alsike, Alfalfa, White Clover, etc.

NUNGESSER-DICKINSON SEED CO.

New York, N. Y., U. S. A.

## HENRY HIRSCH

WHOLESALE FIELD SEEDS

CLOVER—ALSIKE—TIMOTHY—ALFALFA

Our Specialty

All Other Field Seeds

TOLEDO - - OHIO



## I. L. RADWANER SEED CO.

SEED MERCHANTS

NEW YORK  
CITY

IMPORTERS

EXPORTERS

By concentrating your advertising in  
THE GRAIN DEALERS JOURNAL  
you can cover the Grain Dealers  
of the country at one cost.

# SEED

We Buy  
and Sell  
all Varieties  
of Grass  
and Field  
Seeds

The Albert Dickinson Co.  
MINNEAPOLIS CHICAGO





"I ain't mad at nobody."

Mr. L. M. Smith, Pres., Seed Trade Reporting Bureau.

Chicago, June 24th, 1934.

Friend Smith: I have read your open letter in the latest Grain Dealers' Journal, advising the grain trade that a certain manufacturer, meaning me, is deliberately misleading the trade in his advertising. A gentle slam, like this, doesn't disturb me. I am "turning the other cheek" to you. My boy has just returned from France after two years' service, and I am wearing a smile that won't come off. Everything is lovely. "I ain't mad at nobody."

Your "honest and frank letter" has done me a lot of good, and you have my thanks. Because of my friendship for you, however, I am sorry you wrote it, and I have no doubt you, also, are sorry. My inclination is to read your sermon on the selling game, about as follows:

Don't abuse your competitors (in public). That is notice to the public that your competitor is "putting one over on you." Besides that, your blood pressure increases, your temperature rises and you have a bad taste in your mouth. You look at you with concern and wait to hear what the other fellow has to say, and, sometimes, what the other fellow makes you look pretty small.

If you have competition, you cannot expect all of the business, and when you seek to discredit a competitor, you are one who has been in business many years, and who has a wide acquaintance, a good reputation, and A SAFE FARMER'S DUN'S, you are flirting with disaster. If you cannot speak well of a man, better say nothing (among strangers).

Don't try to force a customer. The effort you made to coerce Mr. Elliott the other day comes to my mind. I am a good customer of yours; paid you several hundred dollars last year for your wares and he wanted to buy some more. I preferred my moisture tester, but he wanted your "4 in one" scales, because they were a little cheaper than the Torsion Balance, which I am selling for the same purpose, though he considered my Torsion Balance better. Your refusal to sell scales unless he also bought your testers, lost you the whole order, and orders to follow, and the good will of your customer. I sold him the six whole equipments, scales and all, and here a few days ago, he sent me another order for more, and he seems quite enthusiastic with my goods and my service.

It doesn't pay to try to force a customer. Keep in your mind that, "The customer is always right." His interests and yours are identical, and he is buying from you not only merchandise, but service. If you can't, or won't, render it, and good will with your merchandise, you are not giving full value for the money you receive.

Don't try to force the poor publishers. They have troubles of their own. When you demanded of them to stop my advertising under penalty of losing yours, they very cheerfully dropped your advertising, at your demand, continued with mine. I am glad to see you back in their journals. They are always ready to lend a hand, and will give good service.

There is no better way for getting business than to make friends; to give the best service possible at low prices; to be liberal and fair; to be friendly with your competitors, and to concede to them as much right to the sun and earth as you have for yourself. Then you will get your proper share and enjoy your work.

You are young yet, and have lots of time, as you grow in years and wisdom, to learn the value of friendly liberality, even among competitors.

You are advertising "OFFICIAL" and "REAL OFFICIAL" BROWN-DUVEL MOISTURE TESTERS, and you have no more right to the word than I, for you never did anything to make the Brown-Duvel Moisture Tester. That act was performed by the Secretary of Agriculture, in the following announcement:

"The tester and method described in Circular No. 72 of the Plant Industry, United States Department of Agriculture, have been designated as the standard on which the grain trades have been based. The United States patent, covering this tester, has been donated to the people of the United States, SO THAT THE TESTER CAN BE USED, MANUFACTURED, AND SOLD BY ANY CITIZEN WITHIN THE UNITED STATES, WITHOUT PAYMENT OF ROYALTY."

Do you find in this any exclusive right to the use of the word "official," nor give you any exclusive rights. I congratulate you for your success in selling to the Government, but probably that could be explained on the ground that you have had no competition worth while, and that, possibly, since

We Supply

**Hess Grain Driers**

Outdoor Conditioners, Official Moisture Testers, Improved Moisture Testers; Scales and Testers for grain and seed, for samples, dockage, bushel-weight, etc.; Sieves, etc., and all apparatus for inspecting and testing grain.

**Hess Warming**

**907-B Tacoma**



# HER LETTER

## lesmen and Grain Men

in the Government employ for a number of years, your many friends in the departments have assisted you to the business. That would confirm my statement as to the value of friends, especially influential friends in such situations.

I have made, for many years, what I call the "Improved Tester," which I consider somewhat better than the official tester, but which is not official because of slight differences.

This new tester, however, which I am advertising, is **STRICTLY OFFICIAL, AND EXACTLY IN ACCORDANCE WITH BULLETIN NO. 72.**

I am told that you object to it because it is not exactly like yours, but that is really no objection, for we go by government specifications. I understand you have an air space between your compartments, which I have not placed in mine, and which is not shown, nor required in Bulletin No. 72. There is not the slightest objection to this air space, nor the slightest need of it, but to please you, and to allay your anxiety, I am perfectly willing to put it in my testers, in the future, so this omission may not disturb you.

I believe, down in your heart, you think my tester is a pretty good one, for you will recall, when I showed you the first one I made, before I showed it to anyone else, and offered it to you as a substitute for the one you are having made for your trade, you used the word "nifty," in describing your impression of the machine, and you suggested taking my entire output, if I would sell to you exclusively. This, of course, I declined, advising you that one of my reasons for making testers was a desire to keep in touch with the grain trade, with a view to the betterment of my GRAIN DRIER business; and the sale of grain driers, with me, is extensive and desirable, and the sale of moisture testers promotes the sale of driers.

You will doubtless recall, too, your mentioning the fact that you were troubled with slow deliveries from the little shop supplying your testers, and that I offered, because of the excellent factory facilities we own, to make up your entire order's supply in advance, with your name on them, and deliver them to you as you wanted them. I thought that arrangement would be much to your advantage.

I am going ahead to make BROWN-DUVEL TESTERS, OFFICIAL TESTERS, and if I make any mistakes, I will pay for them. I never expect a customer to buy nor to keep anything I make, if he is not pleased.

Any day, now, you can see a bunch of my testers just installed in the Chicago office of the Illinois State Grain Inspection, right alongside of yours, and I think you will agree with the general opinion, that the inspection department has made no mistake in purchasing them. There are many nice details of good workmanship, which the shop making your testers might copy to good advantage. Then, as you know, we are supplying all the testers for two new offices this same inspection department is opening near Chicago, besides increasing the equipment at another station.

That new SELF MEASURING OIL FAUCET, which I showed you, is making a fine impression with the trade. It is so simple and accurate, and without any valves nor other loose parts to leak and drip.

The new ELECTRIC HEATER, also, is a winner, and we are changing over testers of other makes all the time, and fitting them up with this heater. (\$3.00 each.)

The little \$5.00 sample scale—as sensitive as any in use, is selling well. It seems to exactly fit the requirements of the grain dealer, though, of course, the Torsion Balance, which the government uses so extensively, is really the only fine scale for this work, weighing samples, measuring dockage, bushel-weight, etc.

We are getting many inquiries for testers, and I suppose you are also, and I feel sure we will both enjoy a very large business on the new crop.

I wish you success, and hope you will not be unduly disturbed when I sell a tester, now and then. Keep your goods up to standard, give good service—keep smiling—and you won't miss the small share of the business that comes to me.

Yours very truly,

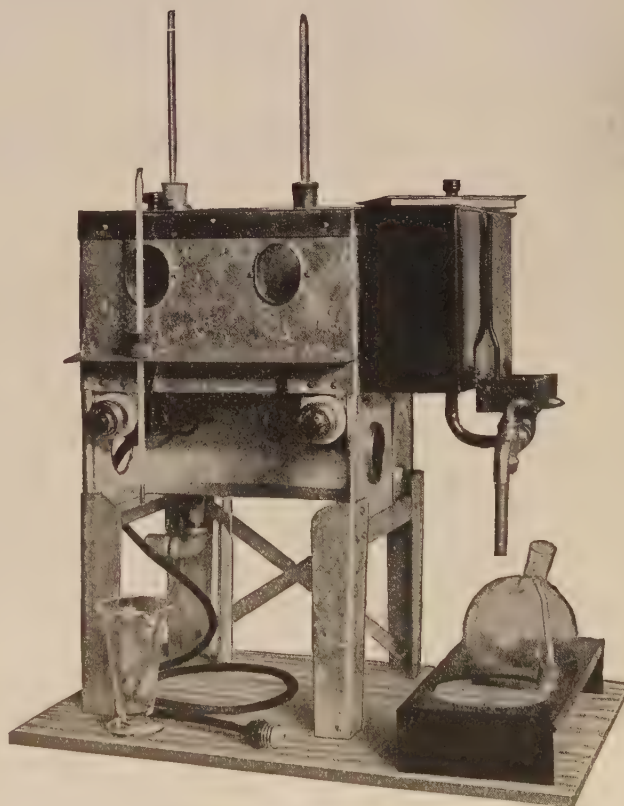
GEORGE H. HESS, Pres.,

HESS WARMING & VENTILATING COMPANY.

107-B Tacoma Bldg., Chicago.

# Ventilating Co.

g, CHICAGO



*The Official Brown-Duvel Moisture Tester strictly according to Bulletin 72.*

1 flask .....	\$25.00		for electricity,
2 flask .....	40.00	less	alcohol
4 flask .....	65.00	a	or
6 flask .....	90.00	discount	gas





# Conveyor Belts

THE most important step toward increasing the efficiency of Conveyors is the new method of constructing every United States Conveyor Belt for the particular service it is to perform.

The weight of duck, the construction of the body, and the rubber friction are especially selected—every precaution is taken to insure perfect satisfaction.

**United States Rubber Company**





## GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month at

305 So. LaSalle Street, Chicago, Ill.

Charles S. Clark, Manager.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$1.75; two years, \$3.10; three years, \$4.50; single copy 10c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.00; to Canada \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JUNE 25, 1919

CARS SEEN leaking in transit should be reported promptly to our "Leaking in Transit" department. A postal card from you may often save a brother shipper several hundred dollars.

WHEN June 1st comes around again the Government's price guarantee and control of the wheat trade will expire by Congressional limitation. Grain dealers who have tears to shed will please hand their names to the Mourners Com'te of Sacrificing Citizens.

SEED DEALERS generally will endorse the attitude of Mr. Wheeler in his address on Seed Control at the gathering of Grass Seed Men in this city this week. Read his address in this Number and tell us what is needed to bring about better conditions in the seed trade.

THE BADLY demoralized members of the Crop Killers Union have striven earnestly to work up some enthusiasm over the promised activities of the grasshoppers, the army worm and the seventeen year locust, but all in vain. Neither the consumers or the speculators seem to become at all frightened, and the promised scourge of the crop-destroying insects fails to materialize.

RECOVERY AGAINST BONDING companies is made easier by the decision of the Supreme Court of South Dakota in the case of the Farmers Elevator Co. of Beresford, reported in this number of the Journal; as the fact of a shortage is held *prima facie* evidence of fraud and places the burden of proof on the bonding company to show the loss was due to incompetence or mistakes.

FEDERAL rules governing the grading of oats went into effect June 16. Dealers shipping across state lines must use the Federal grades, sell by sample or by a grade which cannot be confused with the Federal grades.

SHORTAGES in grain shipments to Chicago will be reduced until the thieves have time to forget that one of their number was shot June 12th while stealing grain from a box car. However, the railroad claim agents will never admit such a thing could happen so will refuse to honor shortage claims until shippers get mad.

DON'T SIGN a contract or confirmation without reading it, is the time-worn lesson to be drawn from the decision against a country shipper of Missouri reported in this number of the Journal. As the shipper had only an hour to get off his confirmation in that night's mail he did not take time to read it and failed to discover that a clause important to him was omitted.

GOOD ROADS are coming in a volume that bids sure to greatly increase the receipts of auto truck drawn grain at every country elevator. Not only will the auto truck develop new mechanical problems for the country elevator operator, but it is also sure to develop new business problems for the country buyer, because as the farmers have become possessed of more trucks and better roads, they will have ready access to more markets.

DEFLATION of the currency that is absolutely certain to make for lower prices already has begun. In the statement given out June 23 the federal reserve note circulation was \$2,488,253,000, the smallest of the year, compared with a top of \$2,658,244,000 in December. During the past week rediscounts for members of the federal reserve system against government bonds and notes decreased \$73,600,000, bringing the total down to \$1,621,928,000.

OHIO GRAIN dealers have become thoroughly convinced of the necessity of buying all wheat by grade and before the new crop starts to move, every country elevator man will have in his order for moisture testers, sampling triers, tester kettles, screens and scales and when they get through with handling the crop, some of them propose to hang out a new sign, on which the words "Expert Chemist" will be prominently displayed. In the meantime, Mrs. Grain Dealer will wonder what in the dickens has become of all her mason jars.

CO-OPERATIVE Company Managers held a meeting in Salina, Kan., recently and voted to organize a brokerage business to handle their shipments. A similar gathering of representatives of Co-operative Companies met in St. Paul a week earlier and organized a Commission Company. This short cut to inexpensive marketing of elevator shipments has been attempted many, many times before, but succeeded so seldom that no legitimate Commission Companies of this character are to be found doing business in any of the established markets today. Why?

AN IMMEDIATE increase in railway freight rates is being earnestly demanded by a few misguided friends of the railways, who seem to have overlooked the fact that the railroads have already been given increases in freight rates far beyond the fondest dreams of the wildest of them of three years ago. Better reduce expenses.

ZONE POSTAL Rates on second class mail matter will again be increased July 1st. Newspapers, magazines and trade publications in many different sections of the country, despairing of keeping pace with Mr. Burleson's rapid changes in postal rates, are now adding the postage on their publications to the subscription price and all must soon do so in order to levy an equitable charge for their publications to the distant subscribers.

ALL GRAIN trade associations of every section of the country seem agreed that business is fully entitled to be relieved from all government interference. Resolutions and addresses delivered at the recent conventions are all agreed on this point. There has been no descending voice. The politicians have made a hopeless mess of every industry they have attempted to manage and the public is sick and tired of it. In Great Britain the business men have effected an organization to get the Government out of business.

WHEN ALL wheat producers, as well as wheat dealers, understand fully how wheat should be graded, there will be less friction between seller and buyer as to the price earned by the lot tendered. The agreement which the Wheat Director contemplates making with wheat dealers will necessitate their keeping a true record of every purchase, showing the moisture test, the weight test and the dockage, and this must be determined accurate with the instruments specified by the Department of Agriculture. Otherwise, each buyer will be as much at sea regarding the value of the grain taken in as the farmer. The article on "How to Grade Wheat," appearing elsewhere in this Number should help those who make a conscientious effort to follow the rules of practice laid down by the Bureau of Markets.

THE PETITION for the abolition of the Bureau of Markets published on page 999 of the Grain Dealers Journal for June 10th was signed so generally at the large Hutchinson meeting that Congress could not help but heed its demand, and now has a resolution under consideration for the complete investigation of the Bureau of Markets. The full text of the resolution is published elsewhere in this Number. The country is so deeply in debt that the interest alone will keep us busy for years, without any help from an unnecessary army of sap-suckers under the cloak of the Bureau of Market. Most of the work of this Department is of no use whatever to anyone and can be easily done away with. The resolutions adopted by the Texas Ass'ns reflected the convictions of dealers of the Southwest, who have had ample opportunity to observe some of the injurious work undertaken by the Buro. Most of it can be abolished with great saving to the country and loss to none save the sinecures.



A SPECIAL dispatch from Hood River, Oregon, is to the effect that a car loaded with 10,000 bushels of wheat arrived recently in flames and was saved by being run under the water tank and flooded." It has not definitely been determined whether or not the quantity was determined before or after the water was run into the car. However, in due course of human events the matter will be referred to some wise claim agent and he will deny any box will hold so much.

FAILURE to have a definite understanding with a farmer as to whether grain delivered was to be applied on contract cost one South Dakota buyer over \$1,000 as reported elsewhere in this number of the Journal. The buyer has several options. He can refuse to accept the grain on contract or he can take it and agree on a discount, at the time. He can take in the grain and pay for it, leaving the contract open to be filled or settled later. But all this must be made plain to the farmer if the dealer is to save himself a loss or lawsuit.

CONTRACTING with farmers for the delivery of a specific grade of wheat in some cases may protect the dealer against loss, but unless he is vigilant when first delivery is made and makes certain that the grade delivered is the one contracted for, he is likely to become involved in a law suit, or else be induced to take an inferior grade at the contract price. Several decisions bearing on buyer's sacrifice of his own right to reject later have appeared in our columns recently and we trust that all buyers will profit by the experiences of other brother dealers who have paid the expense of fighting a law suit up to the Supreme Court.

AT EVERY Spring Convention, dealers from different sections have brought up the right of the Grain Corporation to license scoop-shovelers. So long as the scooper is a citizen of the United States and confines his operations to the station at which his license says he may buy and ship grain, the Wheat Director has little control of him, but many of these "fly-by-nights" in the past have jumped from station to station, making one license good wherever they hung their hat. This is not permissible and will not be tolerated if the regular grain dealers will report them. Nobody likes a scooper, nobody trusts a scooper, nobody believes in him, and nobody wants him, but the pest still "butts in" wherever there is an active movement of grain, and while he seldom makes any profit for himself, the scooper at the same time keeps others from making a living. The old practice of inducing the City Council to enact an ordinance requiring all transient peddlers and swindlers to take out a license before buying or selling goods is one of the best checks on this lawless individual, that can be devised. True such laws are not always constitutional, but the scooper does not know it, neither has he money enough to prove it unconstitutional, even though he might believe it to be so. Scoopers are not needed. They benefit no one, not even themselves, so all would be much better off if they were outlawed and compelled to keep out of the business or engage in it legitimately.

DEMURRAGE, the grain trade's ancient bone of contention has become so reduced by the recent movement of freight that the United States Railroad Administration has announced that beginning with July 20th it will cut the charge to \$2.00 per day for each of the first four days, and assess those who delay cars beyond that period only \$5.00 per day thereafter. Such generosity may be expected to result in the railroads eventually adopting a policy of making all demurrage reciprocal and paying the shippers as much for the unreasonable delays of their freight as is now required for what is considered an unreasonable delay of the rolling stock.

MANY MEETINGS of wheat growers and dealers have recently been held at various points in Ohio under the auspices of the State University's Department of Farm Crops, and needless to say that both grower and handlers were pleased with the meetings and pleased with one another, and the more they learned of one another's difficulties, the more willing were they to make allowances for the idiosyncrasies of their brothers. If farmers and grain dealers everywhere made more of an effort to take each other into one another's confidence, they would have fewer misunderstandings and far more consideration for each other.

MONTANA farmers are after the Wheat Director with a sharp stick on account of his statements at St. Louis Apr. 29, to the effect that the guaranteed prices in other countries are as follows: France, \$3.96; Spain, \$3.96; Italy, \$4.34; Holland, \$3.23; Norway, \$4.52, and Portugal, \$6.42. Accepting his statements as true and calling attention to the fact that the law does not authorize the administration to fix a maximum price the Northwestern wheat growers are demanding that the Wheat Director take his hands off and permit them to realize the world's market price. In the next breath Representative Fitzgerald of Boston, Mass., raps the Director for maintaining the price at the extortionate figure of \$2.26. Mr. Barnes will have Hoover sympathy in what promises to become a thankless task.

TELEPHONE AND TELEGRAPH wires are now likely to be released from government control on the last day of July, as the conferees of the House and Senate have agreed upon a bill which will terminate governmental interference with the wire systems of the country on the last day of the month in which the law is signed by the President. Grain dealers everywhere will indeed be glad when the politicians return all business to its proper masters. If the politicians had studied on how best to muddle business they could not have succeeded more completely. The inefficiency, the waste, the delays, and the perpetual irritation encountered by everyone who has attempted to use the telephone and telegraph wires or the rail transportation has been so pronounced that every clear thinking man has long since been convinced of the abject failure of government control. The telephone rates established by Mr. BULLISON of the postoffice department will be continued four months unless the State Public Utilities Commissions previously order their cancellation. None will await expiration.

## Dust Explosion Investigation to Be Dropped.

Omission of the \$100,000 item for the dust explosion investigations from the agricultural appropriation bill will compel the Department of Agriculture to drop this work June 30. Some 35 to 40 young men who supposed their work was so valuable that it was to be made permanent will find themselves thrown out of a job practically without notice.

In justice to the force employed and to preserve the fruits of the past two years' work a small appropriation could wisely be made and thereby give the men at least three months' notice of discharge.

The appropriation for the Bureau of Market which last year was allowed \$4,500,000, part of which was wasted in broadcasting worthless market information, could well be cut down and part of the funds diverted to the dust explosion work, which at least has some tangible reason for existence.

## The Elevator Agreement.

A comparison of the final draft with the tentative elevator agreement shows that the Wheat Director has endeavored so far as practicable to avail himself of the valuable suggestions of the trade.

The dealer will not be required to build an annex to his office to house a lot of useless samples of each load delivered for 60 days or more. Samples need only be kept on lots of grain over which dispute arises at time of delivery.

Another improvement over last year's practice is the promise that a carrying charge will be allowed each month after Aug. 1. By avoiding a definite commitment as to amount and date of the accrual of the carrying charge thru enhanced price the Wheat Director retains an effective force in retarding the delivery from the farm. If grain is slow to move he may postpone the higher price.

So far it may be said the Wheat Director has threaded his way safely thru the mazes of bureaucratic control.

## Uniform Grain Standards.

All clear thinking members of the grain trade readily appreciate that the strict maintenance of uniform grain standards is absolutely necessary to inter-market trade in grain by grade. The wide variations in the work of the inspectors of different markets at times in the past has caused some members of the trade to gasp and others to swear. Yet the inspectors continue to grade grain carelessly and with slight attempt to maintain the uniform standards. It is this careless work on the part of the inspectors which discourages men trading by grade far from home. If grain dealers had convincing evidence of the average inspector's incompetency thrust upon them less frequently they would not feel that they were taking such wild chances in dealing by grade one thousand miles from home.

The members of the grain trade want uniformity not only in grading rules but in the actual grading. They need uniformity, and if dealers are to trade over a wider field as frequently seems desirable, then some steps must be taken which will insure the dealers against the disappointing gradings and heavy discounts so often encountered when trying a new market. The rules are uniform, but the gradings never will become set until the supervisors are able to check up the work of local samples and inspectors more closely and more rigidly.



## Who Wants a License to Make 8 cts. Gross?

Wheat handlers will be required to take out another license if they desire to participate in handling the 1919 crop. However, grain dealers who are averse to having their business wrecked by retro-active refund orders of zone agents who may have a view different from their own regarding what constitutes "a reasonable margin of profit," will not be required to handle wheat. At the present writing it is not expected they will be asked to take out a license to handle other farm products.

The Wheat Director is credited with saying that it would be impracticable to establish a fixed margin per bushel for all grain dealers, because the fixed charges of different dealers vary. This is truly a belated recognition of the facts. Last October 8th many wheat handlers of Illinois were required to refund to farmers all money they had taken in excess of 8 cts. gross plus freight below the price ruling in their most advantageous market. The grain corporation at that time did not show a disposition or a willingness to recognize varying costs of handling wheat, and many Illinois dealers whose handling costs exceeded 8c per bushel refunded money to farmers.

Notwithstanding the extreme sacrifice made by the country elevator operators in order to comply with the unreasonable order of the Grain Corporation the recipients of the refund will forever class those grain buyers who so favored them as extortionists and profiteers of the first order. The damage done their business was beyond measure.

If the grain dealers of Illinois who did refund to the farmers on last year's wheat wish to justify and defend the profits which they took last year and to which they were fully entitled, then they will absolutely refuse to handle wheat of the present crop on a margin of 8c or on Mr. Barnes' so-called "reasonable profit." Everybody in any way identified with the Government's war activities has been willingly granted generous profits except the grain dealer, and the dictator of the grain corporation insisted that they should be satisfied with less than 4% gross, notwithstanding many of them were paying 7 and 8% for money with which to handle the grain, and then they paid all the handling costs and the overhead expenses of maintaining their facilities. The 8c gross margin order was rankly unfair, and in the light of that unfairness the sufferers who went down in their own pockets to pay the unjust refund ordered will not again place their purses in jeopardy of a retro-active order.

After wheat has moved out those who do choose to take out a license to handle it can request the cancellation of their license and handle other grains without interference by the Autocrat of the Grain Corporation.

Can you afford to handle \$2.26 wheat on 8 cts. gross per bushel? Better figure carefully before you apply for a license.

Mr. Barnes considered 8 cts. gross a reasonable margin last year and the price of wheat has not been changed. He has not given any indications of a change of mind,

although the ass'ns have presented volumes of figures to prove the actual handling costs of wheat exceeds 8 cts. Read the reports presented at St. Louis conference on page 779 of the Journal for May 10th and do not overlook the fact that the reports were compiled from the accounts of leading men in the trade, methodical, systematic merchants who know what it costs to handle wheat in their well managed elevators.

## Collecting Railroad Claims.

Grain shippers everywhere have experienced more than usual difficulty in obtaining any consideration from the railroad claim agents since the government took control of the transportation lines. Some shippers despairing of ever again obtaining consideration or fair treatment from the railroad claim agents have adopted a rule that every claim shall be made the basis for a suit when not paid within 90 days.

Director General Aishton of the northwestern region claims that a reduction of over 40 per cent has been made in the number of outstanding claims since February. He seems to have overlooked the fact that shippers have ceased to file claims because of the scant consideration given them by the claim agents. The experience of many fairly disposed, progressive grain shippers who keep a vigilant eye on all transactions relating to their business would seem to indicate that the railroad claim agents have simply entered into an agreement among themselves to discourage all grain claims by not acknowledging them. Grain shippers can not expect to secure fair consideration without a fight.

The Fisher Flour Mills Co. of Seattle, tiring of the inordinate delays of the claim agents employed by the Great Northern and the Northern Pacific railroads, recently brought suits asking \$14,878 from the Great Northern, \$1,682 from the Northern Pacific and \$8,910 from Walker D. Hines, Director General United States Railroad Administration. It seems that this company suffered a loss of over \$25,000 due to wastage of wheat in transit, and much of the wheat handled in the Pacific northwest is shipped in bags.

The same complaints come from all sections, and it is evident that if the grain shippers are to receive compensation for any of their shipments used by the railroad for track ballast, they must put on their fighting clothes and go after the corporation in earnest. Some of the State Grain Dealers Assns. have been remarkably successful in collecting difficult claims, and doubtless every state association could greatly increase the value of its service to its members if it would undertake to handle these claims for members. The railroad claim agent seems to have little fear for the individual grain shipper, but when confronted by an organization representing four or five hundred shippers he quakes and immediately surrenders what he should have been happy to give upon proof of the loss.

The modern railway claim agent can no longer be considered an adjuster of claims. He is simply a bullheaded buffer between the shipper and the railway company's treasury. He is paid to discourage claims, and can be expected to continue his present tactics so long as he succeeds in bluffing shippers out of the money due them.

## The Corn Hoarding Case.

Revocation of the license of a grain dealer because he had 345,000 bus. of cash corn teaches no lesson and confers no benefit on the corn grower or consumer.

It is true that Mr. Wayne could not himself eat all this corn; but corn will be wanted in July and August by users who have not anticipated their wants by purchases, and who but the speculator should carry the stock from the time the farmer sells until the consumer wants it. It even is conceivable that the speculator might be forced by trade conditions to sell at a less price than was paid the grower, in which case both would be benefited at his expense.

The speculator who accumulates grain in time of plenty is a public benefactor; when his purpose is to sell in time of scarcity, that he expects to make a profit does not diminish his beneficence. Julius H. Barnes accumulated over 100,000,000 bus. of wheat last fall against the scarcity of this spring, and that he was a public benefactor goes without saying. No more odium should attach to the corn speculator whose license recently was revoked.

## Uniform Contracts.

Uniform contracts commended so highly elsewhere in this number by Mr. Strong are most desirable, and should be easily obtainable. The trade has been agitating for uniform rules, methods and practices for many years, and some real headway has been made toward the coveted goal. However, uniformity is still a long way off, and the smug complacency of the average association worker regarding the results already obtained is only helping the delay the day when uniformity shall become a reality.

Uniform confirmation blanks would go a long way toward preventing misunderstandings, and disputes, because when all parties to a trade have the governing terms presented in the same logical form for their signatures they will readily detect those conditions contrary to their own intent in the trade, whereas if the same facts are entrusted to a general letter the omission of the all important condition may escape notice. In the great rush of getting grain to market promptly, many firms who are doing a volume of business greatly in excess of their facilities to handle, unintentionally make mistakes which are expensive to themselves and to those with whom they attempt to do business. Then, too, many other differences arise through honest misunderstandings between careful traders.

The uniform contract or form for confirmation of sale and purchase will go a long way towards eliminating many of the disputes and differences, but even it will not correct all the trouble. The average grain dealer has not mental and physical capacity to handle all the details of a large number of contracts so that when he is swamped with the rush of grain he makes mistakes, and he will continue to do so long after uniform contracts have become adopted by everyone. However, the improvement which can be obtained through the adoption of such forms surely justifies their use.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Mills Grinding Durum Wheat?

*Grain Dealers Journal:* Where can we get a list of mills grinding durum wheat?—Aylsworth Grain Co., Kansas City, Mo.

### Account Book Under Elevator Agreement.

*Grain Dealers Journal:* Under the new ruling if I understand it right we will have to buy wheat from grade only and also keep an account of all wheat that we buy, the price paid, grade, the person purchased from, so that if what we receive allows us to make a little more than we should we can pro-rate it back to the farmer. Are there any forms of account books that can take care of all this?—R. R. Miller.

### Do Agents Settle on Terminal Weights?

*Grain Dealers Journal:* Is it legal that agents working for elevator companies pay for the shrinkage and for the loss of grain in transit? The bonding companies demand terminal weights of agents, if short the agents to pay for the shortage.—E. Van der Berg, Sioux Center, Ia.

**Ans.:** It depends on the contract of employment and indemnity how the agent shall be checked up, and such contracts are legal and binding. At the same time an agent who weighed out carefully and kept records of the drafts and into which cars loaded would have a good defense in a suit.

### Spite Work of Claim Agents?

*Grain Dealers Journal:* We are situated on a line of railroad having an old man who calls on the shippers to check up claims, comparing return weights with loading weights.

Last fall when we were very busy this man came into the office and asked to see our books, which we gave him and left for a few minutes a few times to weigh grain. He resented it because we did not finish with him and let our trade wait. In his excitement he made the statement several times "I am the government." One of our townsmen said after the inspector went out that if anyone talked that way in his office he would throw him out.

After this visit the claim agent refused to pay any more of our claims, alleging we had refused the inspector the right to check our books, and stated the inspector had found certain cars showing extreme variations in weights.

Our claims bear certificates showing that these cars arrived leaking. The claim agent now refuses our claims and does not even answer our letters. We can prove that the inspector had all our books and that we assisted him. What recourse have we?—W. P. Bailey & Co.

**Ans.:** Write a letter to Mr. Thelen, director of public service and accounting, and to J. H. Howard, mgr. claims and property protection section of the U. S. R. R. Administration, Washington, D. C., reciting all the facts, and they will get after the local claim agents to act on your claims on their merits without prejudice.

The reports of the inspector do not affect the legal right of the shipper to recover; and he

is advised to start suit without delay on those cars for which he has certificate of leaking condition on arrival.

### Reliable Collection Agency?

*Grain Dealers Journal:* We would like to know of a reliable collection agency and what success they have on grain claims.—J. C. Benton, mgr., National Sales Agency, Burlington, Ia.

### Overbidding Competition?

*Grain Dealers Journal:* I have line house competition whose agent always overbids the market and I find his price to farmers is the same the line bids me. I learned last fall that at two of their stations with the same freight they were buying their oats  $2\frac{1}{2}$  to 3 cents less than their agent at this station was paying.

I have been informed by competent authority that the anti-discrimination law is a dead letter and can not be enforced. I understand a number of similar cases have been satisfactorily disposed of. How is it done?—H. L. Robertson.

**Ans.:** A letter to the line house headquarters may check up statements the agent may have made to justify overbidding that is due possibly to an over-eagerness on his own part to buy all the grain, and promote a more friendly understanding.

To give effect to the anti-discrimination law it must be proved that the purpose of the overbidding is to put the competitor out of business.

Such unfair practices come within the scope of the Federal Trade Commission.

### Failure to Ship in Contract Time?

*Grain Dealers Journal:* We are having some dispute relative to a sale which we made to a milling concern at Bluefield, W. Va. On May 20 we sold them a car of wheat for immediate shipment at \$2.73 delivered Bluefield, W. Va., through a brokerage concern at Bluefield, W. Va., all of which was confirmed by both parties. We did not get this wheat loaded until the 29th day of May and had written the Bluefield concern that the wheat was loading the 27th and we had a reply from them dated May 29 to kindly rush papers, all papers left our office B/L draft and invoice on May 31 as they were held up one day owing to Decoration Day. June 7th we received a telegram from the brokers stating the milling concern would not accept the car of wheat on contract only at market difference.

We contend the milling company should have notified us at the expiration of our contract if they did not desire the wheat shipped, rather than wait until they were in possession of our invoice which no doubt they had received not later than June 2nd. Presuming we are wrong we would be entitled to the market price at the end of 3 days which we understand covers immediate shipment.

Could the Journal advise us the condition covering this trade which we have outlined above? The whole thing hinges, do they have to notify us at the expiration of time covering our contract or is the contract binding until such notice has been given, or do contracts automatically cancel themselves?—Lexington Elevator & Mill Co., Lexington, O.

**Ans.:** If the parties were members of the Grain Dealers National Ass'n they would be bound by its rules providing that seller must notify buyer of inability to complete shipment in contract time, and buyer must immediately advise the seller of his election to buy in, cancel or extend.

As neither are members of the Ass'n the buyer has the advantage of a seller who fails to fill contract on time, as seller is under no obligation to accept and can bring suit and recover all damages.

In this case the seller is at the mercy of the buyer. Request to rush papers could not be construed as an extension of time at the old price.

After loading and before billing the wheat

seller should have asked the buyer whether he considered the old contract canceled; and, if so, at what price would he accept May 29 loading. If not acceptable seller should consign the wheat elsewhere.

Buyer does not have to notify seller at expiration of contract time, and contracts do not automatically cancel themselves.

### Book on Engineering Problems?

*Grain Dealers Journal:* Is there a reference book published giving information on the engineering problems that country elevator men meet in repairing, etc? We would like to purchase a book that gives the tables for finding size of pulleys needed, to give speed, proper speed of elevator belts, pitch of spouts necessary to insure same against choking on damp grain, and other information of a like character.—Gifford Elevator Co., Gifford, Ill.

**Ans.:** No book has been published covering this ground; and even those authorities that have gone on record differ on correct speeds, and outside of some rules of the grain and mill mutual insurance companies there is no recognized standard of construction.

### Official Weights?

*Grain Dealers Journal:* Will the Journal please advise us just what constitutes official weights when grain is sold official weights to govern. If official weights are considered certain board of trade weighmasters' weights, please advise us what board of trades are considered official.—Stockbridge Elevator Co., Jackson, Mich.

**Ans.:** Official weights are those of some Board of Trade, state, or disinterested weigher who may collect a fee but not be in the regular employ of buyer or seller.

"Official" implies that the office or title has been conferred upon the weigher, that he has been delegated or authorized to weigh for the public or the trade.

Minneapolis state weights are official on grain, so are those of the Milwaukee Chamber of Commerce, Chicago Board of Trade Weighing Department and the Detroit Board of Trade or Toledo Produce Exchange.

### Is Elevator Plan Practical?

*Grain Dealers Journal:* Would it be practical to have say three bins of about 2,000 bu. each next to R. R. track so arranged that grain could either be loaded into cars by gravity or taken out and run through fan, whichever may be best for that particular grade of grain? Of course this is only to save running engine when loading from these bins. All wheat that would grade with one cleaning could be put into these bins and could be loaded out without starting engine and thus save that much expense. All the rest of bins are to be arranged so that grain feeds into elevator leg by gravity, thence thru cleaner thence to top of elevator and then to car or another bin as desired.

This building is to have a large one story frame ware house to be used for feed, flour, etc., and is also to be equipped with a 1,000 bu. per hour corn sheller. Would like to have this sheller in ware house if possible; 50 horse power oil engine to furnish power for elevator, sheller and other machinery.

I am going to install elevator legs as follows: 1-1,000 bu. leg direct from receiving pit to bins to be used in case of emergency should other leg get out of order. 1-1,000 bu. leg to take grain from receiving pit to separator. 1-1,000 bu. leg to take grain from separator after it has been cleaned.

Any suggestions will be appreciated. When I build this plant I want to be sure that I am right.—A. Probst.

THE MARSHALL HALL GRAIN CO. of St. Louis is to be congratulated on its enterprise in the timely issue of a calendar which gives the new federal grades on corn, oats and wheat which become effective July 15. This needful information is put up in fine shape for ready reference and dealers who are recipients will find it a real utility.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Evading Just Claim by Trickery.

*Grain Dealers Journal:* On Aug. 26, 1916, we shipped a car of oats to Buffalo, N. Y., which arrived at destination Sept. 7. After being delayed in transit it was also delayed in the Buffalo yards and became heated. On Oct. 10, 1916, we filed a claim for loss in weight also loss caused by discount on account of the oats heating and car service which was wrongfully assessed. After a lot of correspondence and furnishing a duplicate set of papers owing to the fact that the original set was lost by G. E. Harley, F. C. A. for the L. E. & W. R., office, we finally succeeded on May 19, 1919 in getting a letter from Harley advising that if we amended our claim by allowing the  $\frac{1}{2}$  of 1 per cent they would adjust the claim, originally amounting to \$40.31, to \$36.06. In order to get the matter straightened out, on May 20th we advised Harley that he should amend our claim and asked for a voucher.

On June 4, 1919, we were very much surprised to receive a letter stating that the decision of the L. E. & W. claim department was that our claim was barred by section 3 of the B/L in which it is provided that suit must be filed within two years and one day after date of delivery and that was the reason they could not give our claim favorable consideration. In other words, this claim was filed fully six months before the government took over the railroads and about two years before the B/L showing this two year clause was issued.

While the L. E. & W. claim department insist upon the  $\frac{1}{2}$  of 1 per cent allowance which they claim is retroactive and which covers any unpaid claim, yet they attempt to set aside the Indiana state law which shows that an open account is not outlawed under six years, and in this instance less than twenty days before, or on May 19, 1919, they acknowledged the claim and agreed to pay the same. We have requested them to return all papers to us and suit will be instigated at once. It is our intention, henceforth, that unless claims are paid within six months to demand all papers and commence suit without further delay.—Stiefel & Levy, Ft. Wayne, Ind.

### Let Government Get Out of Trade.

*Grain Dealers Journal:* The grain dealer has rendered a capable, honorable and valuable service to the people of Texas. There has never been a time when his services have been inimical to the public interest and there will never come such a time. He is honest, courageous and patriotic.

In all relations of life, he demonstrates his integrity. In his every day trades, he has occasion to display his courage and during the war has demonstrated his patriotism in no less degree, tho admittedly in less dangerous fashion, than the boys at the front. He sent his sons; paid income and excess profit taxes out of all proportion to that of any other kind of business in the country for the simple reason that the grain business being an absolutely cash business is easily financed and is financed by borrowed capital.

The fluctuating fortunes of the grain man, makes it true that he has not large capital. In good years, however, his profits are exceedingly large compared with his invested capital. Likewise, his income and excess profits taxes are large. In addition, therefore, to his disproportionate burden during the

war, his business has been controlled, and controlled, and controlled. It has been licensed, and reported and reported and licensed. If he made a big profit, he was a profiteer. If he lost heavily, as usual, he was a fool.

As usual, when the politician sees a chance for the creation of new places, he begins to see the light and immediately limits it. The job hunter is at work. The U. S. Department of Agriculture having received lavish appropriations from Congress for war purposes is seeking thru the County Extension Agency and the Bureau of Markets to create an impression that there is need for instituting bureaucratic control over our business, or to extend its operations into our field of endeavor.

One of the Dakotas is already in political control of the grain business. Mr. Bryan is advocating government control of everything, including grain elevators. The political parties are now marshalling too many of the forces and doctrines of state socialism. We shall have to combat these evil doctrines and prove the worth and economic value of our business in the future as in the past. To this end, let us insist on the government getting out of our business and all business.

The government should promote in every way the industry and commerce of our country, but any effort to supersede its constituted instrumentalities should be combated without quarter and to this end.—Ben E. Clement, Waco, Tex.

### Premiums to Holders of Wheat.

Julius H. Barnes, Wheat Director, has recently made the following official announcement:

There will be adopted this coming year the policy of adding to the basic price at the various guarantee markets, periodical premiums reflecting, measurably, a storage charge for the purpose of governing a natural flow of wheat from the farm and country handling facilities. It is expected that this premium will be announced at least 30 days in advance of the period for which it will be in effect at all the markets, and will apply uniformly above the guarantee basis at all markets.

It has been decided that no premium will go into effect during the month of July, but the basic prices named in the President's guaranty proclamation, which are the same prices at which buying has been done at the named markets for the last year, will be in effect during the month of July. Before July 1 the question of possible premiums for August and the details of these if any, will be publicly announced in the same manner.

The Wheat Director also has received the assurance of the Railroad Administration that rates from the inter-mountain and Pacific coast territory to the gulf ports of Galveston and New Orleans will be shortly reduced to 56 cents per hundred, equal to 33.6 cents per bushel. This reduction has been secured as a relief to the producer in those sections since the Grain Corporation can not this coming year pursue the practice of the past year and make effective a \$2.00 blanket minimum price for all wheat at inter-mountain points, but will be obliged to confine itself to paying \$2.00 at the named markets of Pocatello, Great Falls and Salt Lake City, leaving the rest of the Western Territory to base on the commercial markets most readily reached by it.

In a further effort to make the best possible net returns to the producer of this section and in order to make sure of a larger flow of wheat to the gulf ports, it has been determined by the Wheat Director to ask an Executive Order increasing the No. 1 base price at Galveston and New Orleans from \$2.28 to \$2.30 per bushel, and it is expected that this change will be effective on July 1.

The prospect of very large requirements

of wheat and wheat flour on this country and the necessity of utilizing the gulf ports more largely than last year, make it necessary, in order to avoid an enhancement of liabilities on the part of the Government and to avoid congestion at other markets, that the gulf should get a larger flow of wheat during the coming crop year, as last year their requirements were supplied by shipment from other terminals, and this strain on railroad facilities should be reduced this year.

### No Corporation Buying at Buffalo, Toledo or Cleveland.

No wheat will be bot by the Grain Corporation at Buffalo, Toledo, Cleveland, or Mansfield, according to a recent announcement by that body.

The crop will be so large that it will tax the handling resources of the country and the government is taking steps to prevent its being rushed to market and the congestion that would inevitably ensue.

### Imports and Exports Under Control of Wheat Director.

By proclamation of President Wilson announced today Julius H. Barnes, U. S. Wheat Director, is given full authority to regulate by license the exportation and importation of wheat and wheat flour for the purpose of stabilizing prices.

Mr. Barnes will put into effect regulations similar to those of the War Trade Board, whose functions he now assumes with respect to wheat.

THE SALE of the Novelty Candy Co. netted the Corn Products Refining Co. \$1,500,000. This company last year earned \$1,000,000, the federal tax being \$700,000. No bids have been received for the National Starch Co., the corn syrup and can plants at Granite City, Ill., and the reserve plant at Davenport, Ia.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

G. N. Car No. 207,455, passed thru Stewartville, Minn., June 21, leaking barley at one side underneath the floor, according to report from our agt. at that place.—O. Mortensen, mgr., Cargill Elevtr. Co., Minneapolis.

W. M. Car No. 46,034 was set out at Barry, Minn., June 17 leaking barley from broken door post according to report from our agt. at that place, and the section crew transferred the barley to another car.—O. Mortensen, Traffic mgr., Cargill Elevtr. Co., Minneapolis.

I. C. No. 61740 was leaking at the draw bar while passing thru Benson, Minn., June 16, according to advices from our agt. at that place.—O. Mortensen, traffic mgr. Cargill Elevtr. Co., Minneapolis, Minn.

P. M. Car No. 42,578, passed thru Harlow, N. D., June 7, going east leaking rye thru the side. I told the conductor about it. He drove in a couple of nails, but this did not stop it and they went on with the car in this condition.—Ing Iverson, agt., O. D. M. Elevtr. Co.

M. St. P. & S. Ste. M. No. 31382 passed thru Lochiel, Ind., on the local northbound, May 26, leaking oats under the door. Was unable to repair it as the door was sealed.—Joe A. Stone, mgr. Lochiel Farmers Elevtr. Co.



# Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

## ARKANSAS.

Little Rock, Ark., June 11.—Little Rock received 21 cars of corn during the week, compared with 9 the previous week and 13 the same week a year ago. Oats receipts were 36 cars, against 39 the previous week and 23 the same week a year ago.—August Probst, sec'y-treas., Little Rock Grain Exchange.

## CALIFORNIA.

San Francisco, Cal., June 13.—The amounts of the various grains in the state June 1 were as follows: Wheat, 456,140 cents; barley, 1,632,180; oats, 194,720; corn, 435,200, and rye, 31,200 cents compared with wheat 353,000 cents; barley, 451,900; oats, 119,580; rye, 17,540 cents on June 1, 1918.—Henry C. Bunker, Chief Grain Inspector.

## ILLINOIS.

Chicago, Ill.—The Armour Grain Co. received the first car of barley of the season June 14. The shipment, which was consigned from California, graded No. 3 brewing when inspected.

## KANSAS.

Piqua, Kan., June 21.—Wheat will be on the market by June 26.—Otto Link.

## OKLAHOMA.

Lucien, Okla., June 21.—Thrashing will start the last of next week.—W. M. Black.

Kingfisher, Okla., June 20.—New Wheat will start next week.—A. R. Smet, mgr. Farmers Elevtr. Co.

## SOUTH DAKOTA.

Columbia, S. D., June 21.—Very little grain in farmers hands.—E. Bernet, mgr., Columbia Farmers Elevtr Co.

## TEXAS.

Fort Worth, Tex.—The first wheat to move on this crop was sold by the Blewett Grain Co. June 5, at \$2.35, basis No. 1 f. o. b. cars. The wheat was loaded on June 7 and was shipped to a Texas mill by the Clement Grain Co.

## WISCONSIN.

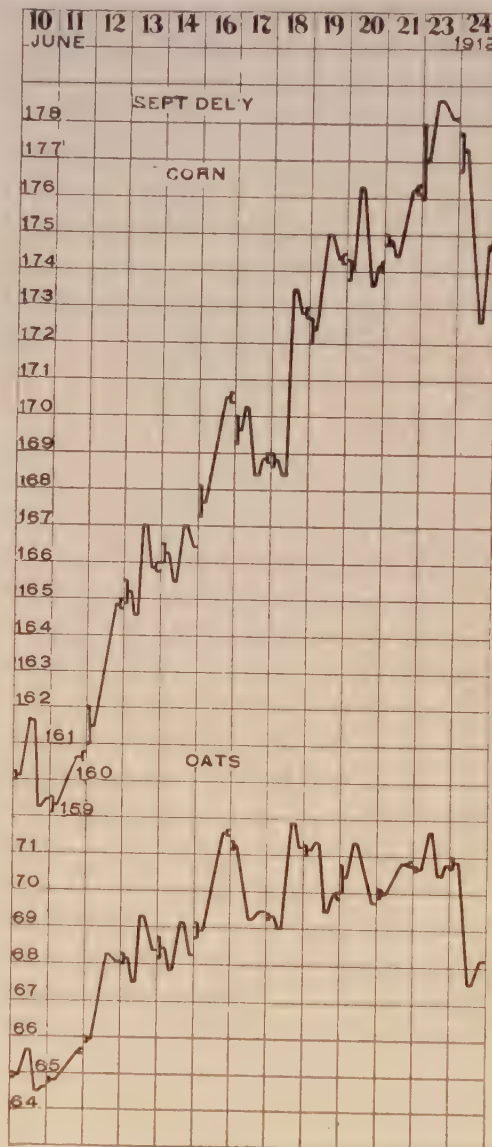
Milwaukee, Wis.—Receipts of wheat at Milwaukee during the month of May were 261,300 bus. and shipments were 2,398,369 bus. compared with receipts of 64,370 bus. and shipments of 14,500 bus. in May, 1918. Receipts of corn were 385,030 bus., shipments, 70,480, compared with receipts of 314,900 and shipments of 634,428 in the corresponding month last year. Receipts of oats were 2,134,860 bus., shipments, 390,005 compared with receipts, 1,576,920 bus. and shipments of 2,683,104 bus. in May, last year. Receipts of barley were 1,910,690 bus. and shipments 809,365 as against receipts 501,340 bus. and ship-

ments, 305,228, in May, 1918. Receipts of rye were 191,700 bus., shipments 49,050 bus. compared with receipts, 73,950 bus. and shipments of 40,100 bus. in May of last year.

At THE RECENT convention of the Illinois Farmers Grain Dealers Ass'n held in Peoria, the Ass'n placed itself on record as protesting the importation of corn from Argentine free of duty.

## Chicago Futures

Opening high, low and close on corn and oats for the September delivery at Chicago for two weeks past are given on the chart herewith.



## New Barley Grades.

Effective Aug. 1, 1919, the following new grades for barley have been recommended to the directors of the Chicago Board of Trade and the Illinois Public Utilities Commission for adoption, by the grain com'te, G. W. Hales, chairman. As these grades are acceptable to the grain inspection division of the Illinois Department of Trade and Commerce they are likely to be adopted by the state after the hearing which is set for July 2.

The proposed grades follow:

### GRADES FOR BARLEY.

No. 1 Barley—Shall be sound, plump, bright, cool and sweet, shall weigh not less than 48 pounds to the measured bushel, shall contain not more than:

1 per cent of dirt or weed seeds combined.  
2 per cent of other grains, which may include not more than:  
1 per cent of wild oats.

No. 2 Barley—Shall be sound, cool and sweet, and of healthy color, shall weigh not less than 46 pounds to the measured bushel, shall contain not more than:

2 per cent of dirt or weed seeds combined.  
4 per cent of other grains, which may include not more than:  
2 per cent of wild oats.

No. 3 Barley—Shall be cool, sweet and reasonably sound, shall weigh not less than 44 pounds to the measured bushel, shall contain not more than:

3 per cent of dirt and weed seeds combined.  
7 per cent of other grains, which may include not more than:  
4 per cent of wild oats.

No. 4 Barley—Shall be cool, but may be slightly damaged, shall weigh not less than 41 pounds to the measured bushel, shall contain not more than:

5 per cent of dirt or weed seeds combined.  
10 per cent of other grains, which may include not more than:  
6 per cent of wild oats.

Sample Grade—All barley which does not come within the requirements of any of the above grades, or that is not safe for warehousing, or for any other reason unfit for any of the above grades, shall be classed SAMPLE GRADE, with inspector's notation as to quality and condition.

Purified, Scoured or Clipped Barley—The grades for purified, scoured or clipped barley shall correspond with the above grades for barley, except that the same shall be designated as purified, scoured or clipped as the case may be.

THE DEGREE of doctor of civil law has been conferred on Herbert C. Hoover by Oxford University, England. The ceremony was the culminating feature of the annual commemoration exercises.

## Coming Conventions.

June 26, 27 and 28.—Tri-State Country Grain Shippers' Ass'n, at Minneapolis, Minn.

June 30.—Illinois Grain Dealers' Ass'n at Springfield.

July 2.—Indiana Grain Dealers Ass'n, at Indianapolis, Ind.

July 8.—Pacific Northwest Grain Dealers Ass'n at Portland, Ore.

July 15.—Michigan Hay & Grain Ass'n at Detroit, Mich.

July 16, 18.—National Hay Ass'n at Detroit, Mich.

July 18, 19.—Northwestern Grain Dealers Ass'n, at Lewistown, Mont.

Oct. 13, 14, 15.—Grain Dealers National Ass'n at St. Louis, Mo.

## Exports of Grain Weekly. Bus., 000 Omitted.

	Wheat.		Corn.		Oats.	
	'18-19.	'17-18.	'18-19.	'17-18.	'18-19.	'17-18.
Jan. 4.....	3,600	2,191	61	177	2,193	1,966
Jan. 11.....	4,404	1,805	104	1	3,206	2,134
Jan. 18.....	5,013	2,109	119	175	3,100	1,728
Jan. 25.....	3,661	1,683	113	37	3,155	795
Feb. 1.....	1,834	1,563	28	10	553	1,708
Feb. 8.....	2,947	1,037	418	514	840	1,605
Feb. 15.....	5,634	950	120	353	1,315	1,350
Feb. 22.....	3,209	675	37	108	1,298	1,499
Mar. 1.....	3,914	1,232	119	93	351	1,812
Mar. 8.....	1,543	1,172	59	...	1,261	968
Mar. 15.....	2,152	844	17	891	479	1,706
Mar. 22.....	3,840	355	253	1,036	1,022	2,410
Mar. 29.....	6,278	1,157	11	1,421	741	1,309
Apr. 5.....	5,172	1,251	132	1,218	176	1,059
Apr. 12.....	5,765	994	37	2,109	634	3,364
Apr. 19.....	6,326	910	24	547	357	3,327
Apr. 26.....	7,401	1,278	62	955	487	3,551
May 3.....	3,865	719	53	705	778	2,750
May 10.....	7,512	1,450	113	1,493	937	3,430
May 17.....	7,934	1,027	57	1,490	929	3,379
May 24.....	4,144	588	146	1,122	1,816	2,944
May 31.....	4,228	493	170	1,469	214	2,340
June 7.....	7,824	820	267	2,279	898	1,422
June 14.....	6,079	435	83	1,221	2,006	2,784
June 21.....	5,945	340	112	1,566	2,241	3,226

Total since  
July 1..194,038 123,572 9,309 31,227 92,773 126,408

## Daily Closing Prices.

The daily closing prices for oats and corn for July delivery at the following markets for the past two weeks have been as follows:

	JULY OATS.															
	10.	11.	12.	13.	14.	16.	17.	18.	19.	20.	21.	23.	24.			
Chicago	66½	67½	68½	69½	69½	71½	70½	71½	70½	70½	71½	71½	69½			
Minneapolis	63½	64½	65½	65½	66½	68½	66½	67½	67½	67½	67½	67½	65½			
St. Louis	66½	67½	68½	68½	68½	71	70	71½	70½	70	71	71	68½			
Kansas City	66½	67½	68½	68½	68½	71	69½	70½	70½	70½	70½	71½	69½			
Milwaukee	66½	67½	68½	69½	69½	71½	70½	71½	71	70½	71½	71½	69½			
Winnipeg	77½	77½	77½	77½	77½	79	78½	79½	78½	78½	78½	77½	76½			

	JULY CORN.															
	10.	11.	12.	13.	14.	16.	17.	18.	19.	20.	21.	23.	24.			
Chicago	167½	168½	171½	172½	173½	176½	175½	179½	181	181	182	182	179½			
St. Louis	170½	171½	173½	175½	176½	180½	179	182	183	183½	184½	184½	181½			
Kansas City	168½	169½	172½	173½	174½	177½	175½	179½	180	181½	181½	183½	180½			
Milwaukee	167½	168½	171½	172½	173½	176½	175½	179½	181	181½	182½	183	179½			



## Agreement with Dealers, Elevators, and Brokers.

This Agreement made this ..... day of ....., 19...., between the undersigned hereinafter called the "Dealer," party of the first part, and United States Grain Corporation, formerly Food Administration Grain Corporation, hereinafter called the "Grain Corporation," party of the second part,

Witnesseth, That for and in consideration of the mutual covenants hereinafter set forth, it is agreed between the parties hereto as follows:

**First:** The words "guaranteed price" when used in this agreement, mean the wheat primary market price fixed in the Presidential proclamation of Sept. 2, 1918 (\$2.26 Chicago), or as such primary market price may hereafter be increased by Executive Order or increased by the addition of storage premiums fixed by the Grain Corporation and publicly announced by it.

**Second:** The Dealer in buying wheat from the producer shall purchase on the proper grade and dockage, under the Federal standards, and shall pay therefor not less than the guaranteed price based on such proper grade and dockage, at the terminal most advantageously reached, less freight, and less a reasonable handling margin. The Dealer shall keep a record showing all purchases from the producer, name of the seller, date, quantity, grade and dockage fixed and price paid and reasons for fixing grade under No. 1, including test weight; and on all parcels of wheat on which there is a dispute as to grade and dockage or price between the Dealer and the producer at the time of delivery, a notation thereof shall be made upon the records of the Dealer and a sample shall be drawn by the producer and the Dealer and forwarded in a proper container to the Vice-President of the Grain Corporation, in the Zone in which the purchase is made, for his use in the determination of the dispute. The determination of the Vice-President shall be final and conclusive unless an appeal from such determination be filed within ten days with the United States Wheat Director by either the producer or Dealer. In case of appeal the decision of the United States Wheat Director shall be final and conclusive. The Dealer shall keep a copy of this section prominently displayed at his place of business.

**Third:** At any time and from time to time prior to the termination of this agreement, the Grain Corporation shall purchase, at the guaranteed price, in accordance with its purchasing rules and customs, upon the request of the Dealer, to be delivered at the terminal or terminals designated by the Dealer, all or any part of the unsold wheat owned by the Dealer, whether in store or in transit (except wheat purchased, or under contract of purchase, from the producer and not yet delivered or shipped by such producer).

**Fourth:** In case the Dealer shall be unable, after using every effort and all diligence to ship in any week such total quantity of all grain as makes the equivalent of at least 20 per cent of the amount of wheat (wheat only) in his elevator and owned by him at the beginning of such week, the Grain Corporation shall pay to the Dealer to cover insurance and interest for such week, 7/20ths of a cent per bushel on the amount of wheat in the elevator and owned by him at the beginning of such week; provided, however, that in the event that the Grain Corporation announces that it has established and includes in the guaranteed price an advancing premium framed to reflect a fair carrying charge, this Section shall not be effective during the period of such advancing premium.

**Fifth:** Upon the date of the termination of this agreement, as hereinafter provided, the Grain Corporation shall, at the request of the Dealer, purchase for delivery to it, at the terminal selected by the Dealer, at the guaranteed price, or, at the option of the Grain Corporation, F. O. B. the Dealer's elevator,

at the guaranteed price, less freight to said terminal, all or any part of the unsold wheat of the Dealer on hand and in transit (except wheat purchased, or under contract of purchase, from the producer and not yet delivered or shipped by such producer). The details as to quantity, probable grade and position shall be furnished to the Grain Corporation by the Dealer not later than ten days after the date of termination.

**Sixth:** The Dealer shall not store in any elevator or warehouse at any seaport of the United States, wheat or wheat products, for a longer period than thirty days without the express permission, in writing, from the Grain Corporation.

**Seventh:** The Dealer shall make and render reports in the manner and at such times as may be required by the Grain Corporation and open his books and records to the inspection of the Grain Corporation whenever requested by it.

**Eighth:** The Dealer shall not be entitled to any of the benefits or privileges of this agreement unless he shall hold such license as may at any time be required by Proclamation of the President of the United States, under and pursuant to an Act of Congress relating to the National Wheat Guarantee, approved March 4, 1919. Should any such license be suspended or revoked, the Dealer shall thereupon lose all the benefits and privileges which otherwise would accrue to him under this agreement; except and provided only that for a period of fifteen days after such suspension or revocation the Grain Corporation shall purchase, upon the request of the Dealer, the unsold wheat owned by the Dealer at the date of such suspension or revocation, at the guaranteed price, in accordance with Section Third hereof.

**Ninth:** This agreement may be terminated by the Grain Corporation by giving forty-five days' previous notice thereof to the Dealer. Unless so terminated this agreement shall terminate on May 31, 1920.

**Tenth:** This agreement shall be governed by the laws of the State of New York.

For Pacific Coast dealers, warehouses and jobbers there is substituted for section fifth of the foregoing agreement, to protect those handling wheat principally, the following section:

**Fifth:** In case the Dealer shall not ship in any week at least 20 per cent of the amount of wheat owned by him in his elevator or warehouse and in other storage at the beginning of such week, the Grain Corporation shall pay to the Dealer, to cover insurance and interest for such week, seven twentieths of one cent per bushel on the amount of wheat owned by him in his elevator or warehouse or other storage at the beginning of such week; provided, however, that in the event that the Grain Corporation announces that it has established and includes in the guaranteed price an advancing premium, framed to reflect a fair carrying charge, this section shall not be effective during the period of such advancing premium.

BUFFALO, N. Y.—John D. Shanahan, who several years ago was chief grain inspector here will return some time in July from a trip thru the devastated regions of Europe where he has been working under the direction of Herbert Hoover.

ALL RESTRICTIONS on the importation and exportation of American goods have been removed by the Cuban government. The order had particular reference to flour the importation of which has been restricted since February, 1919.—A. P. Husband, sec'y, Millers' National Federation.

ENUF food for all the people of the liberated countries of Europe until their own crops are harvested will be in transit from this country by July 1 according to announcement by Theodore F. Whitmarsh, administration representative of the American Relief Administration, who has just returned.

## Buro of Markets Under Fire.

The Buro of Markets, of which Charles J. Brand was, until recently, the head, will undergo official investigation if a resolution introduced June 21, in the lower house of congress by Representative Tinch, and referred to the com'ite on rules, is adopted. The resolution follows:

RESOLVED, That the Speaker of the House appoint a committee of three for the purpose and with the authority to conduct hearings and investigate fully and report to the House within sixty days from this date all the conditions and facts concerning the department of Charles J. Brand, Chief Office of Markets and Rural Organization, in so far as the present and past method of grading wheat is concerned; also to investigate, ascertain the facts, and report to the House the connection of Charles J. Brand with any corporation, firm, or individual interested in the handling of wheat, which association on his part would be inconsistent with his having the authority to fix the grades upon grain.

This action was taken in order that an accounting might be had of the enormous sums which have been appropriated for this department during the six years of its activities. Starting in 1913 with an appropriation of \$50,000 the amounts necessary to its maintenance and phenomenal growth have increased until this year the appropriation amounted to \$4,500,000, exclusive of the appropriation of \$10,000,000 for the purchase and sale of nitrate of soda.

Under the direction of Mr. Brand, the Buro has grown from a dozen employees to a staff of about 2,000 located in Washington and other cities and shipping points. There has been built up a nation-wide market news service for producers and distributors of farm products. Investigations have been carried on for improving marketing practices and methods and regulatory work in connection with the application of federal grain grades, cotton standards, stock yards licensing, cotton futures and food products inspection has been carried on.

Mr. Brand, who resigned as Chief of the Buro recently will be vice-president and general manager of a commercial concern with headquarters at Pittsburgh. Until his successor is appointed, George Livingston, a member of the Buro staff will serve as Chief.

## Wheat Handlers to be Licensed.

Conforming to the Act of Congress striking out the provision for the licensing of other than wheat dealers the proclamation of President Wilson announced June 24 provides for the licensing of dealers in wheat only.

Effective July 15 all persons "storing or distributing wheat, or manufacturing, storing or distributing wheat flour" will be required to have a license, application for which may be made on blank forms supplied on request by the zone agents.

One of the exceptions is "(b) Retailers and farmers or co-operative associations of farmers or other persons with respect to the products of any farm or other land owned, leased or cultivated by them."

Common carriers also will be required to have a license issued by the wheat director.

## Our Callers

Lee G. Metcalf, Iliopolis, Ill.  
W. N. Harris, Columbus, Mont.  
W. L. Richeson, New Orleans, La.  
K. R. Leslie, Melbourne, Australia.  
O. A. King, mgr. Farmers Exchange Co.,  
H. Deverell, pres. Deverell, Spencer & Co.,  
Baltimore, Md.  
Charles City, Ia.  
Dr. J. W. T. Duvel, U. S. Grain Corporation,  
New York, N. Y.  
R. H. Koritzky, sec'y and treas. Rosebud  
Grain Co., Winner, S. D.  
J. A. Streicher of J. F. Zahm & Co., Toledo, O.  
R. W. Baker and Frank N. Howard of Crabbs  
Reynolds Taylor Co., Crawfordsville, Ind.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome. Let us hear from you.

### ILLINOIS.

Nilwood, Ill., June. —Wheat looking fine, corn very foul, oats fair.—W. F. Alford.

Morrison, Ill., June 12.—Prospects for a bumper crop of small grain and hay. Corn is doing fine also.—Renkes Bros.

Tilden, Ill., June 19.—The wheat prospects are above the average here, but corn is in poor shape thus far.—M. S. Byrd, Tilden Mill & Elevator Co.

Owaneco, Ill., June 9.—Farmers busy cultivating corn, which, due to recent rains, is getting weedy. Wheat and oats appear to be coming along fine.—Honefenger Grain Co.

Plasa, Ill., June 20.—Lots of the wheat down and tangled until cutting and shocking, to protect from damage will be hard. It was caused by heavy rains.—C. E. Still, mgr., H. T. Still & Sons.

Springfield, Ill., June 18.—The weather was favorable for ripening wheat and cultivating and planting corn. Corn made good growth and cultivation progressed. Considerable corn was planted in the southern counties, but in some parts only about half has been planted, and a portion of it will be completed after harvest. Corn is weedy in the south. Army worms have done some damage in the central areas. Spring wheat is in good condition, and is heading generally. The winter wheat is from good to excellent in the northern and central sections, and fair to good in the south, where it has deteriorated of late and there are many dead spots in the fields. Considerable lodging in central part of state. Harvest has begun in the south. Oats average in good condition and are heading generally, but weather has been too hot, and moderate rains are needed in many places.—Clarence J. Root, Meteorologist, U. S. Dept. of Agriculture.

### INDIANA.

Attica, Ind., June 20.—It is very dry in some parts of our county. Will be cutting rye and wheat this coming week. Quite a few old oats to come in here. Some are selling at present high prices, but not in any big lot. No army worms. Crops generally good.—Nixon & Van Deventer.

Jolietville, Ind., June 20.—Crops are looking fine. Corn is short for this time of year, but doing well. Prospect is fine for a record yield of wheat. Oats are looking good. No army worms here yet. Not many oats out now and no corn. Much corn being shipped in.—Goodrich Bros. Hay & Grain Co., H. A. McVey, agt.

### IOWA.

Modale, Ia., June 23.—We are having too much wet weather for the crops of all kinds—Modale Farmers Elevator Co., R. C. Hartsock, mgr.

Roland, Ia., June 9.—At present the crops are doing fine, only they are getting too much rain.—C. A. Lindroth, mgr. Farmers Co-operative Co.

Kiron, Ia., June 12.—Excessive rains for past two weeks. New crop of oats about normal acreage, and looking fine. Corn fair.—W. A. Stricker.

Des Moines, Ia., June 17.—The progress of the corn crop is unusually variable, ranging from not planted yet on wet bottom lands in some southern counties to half cultivated the second time on uplands in other sections. In Madison County corn is reported to be 8 to 10 inches high, tho the average for the state would be about half that height. In general the fields are rather weedy, but a few days of warm, dry weather would speedily correct this. Heavy rains drowned and eroded corn and other fields in northwest counties quite seriously, and the plants are yellow from excessive moisture in many sections. Winter wheat is nearly all headed out and generally in bloom. Rye is filling and turning. Oats are beginning to head in all but the northern counties. Spring wheat is beginning to head as far north as the central portion of the state. The winter grains have lodged considerably and there are a number of reports of red rust on winter wheat in the southern counties, but in general the condition of the crop is good.—U. S. Dept. of Agriculture, Charles D. Reed.

Portland, Ia., June 19.—Crops are looking fair. Corn pretty weedy, but growing.—S. C. Hill.

Lakewood, Ia., June 9.—Corn prospects are poor because of too much rain. Other grains look good, but they are growing very rank, and may lodge.—H. J. Kuhl, mgr. Farmers Elevator Co.

Onawa, Ia., June 14.—We have over 5,000 acres of wheat drowned out by the excessive rains the past week, besides several thousand acres of corn. Prospects bad on the low lands.—Farmers Elevator Co.

### KANSAS.

Jennings, Kan., June 14.—Best prospects ever known over Northwestern Kansas.—G. W. Rollin.

Atchison, Kans., June 12.—Blue grass crop looks fine, both in south and in Missouri.—Mangelsdorf Seed Co.

Hazelton, Kan., June 20.—Wheat badly lodged. Very wet. Harvesting delayed.—W. S. Ballard, agt., Bowersock Mill & Produce Co.

Wright, Kan., June 9.—Crops are looking fine. Having plenty of rain. Corn backward because of replanting.—The Wright Co-operative Exchange.

Longton, Kan., June 11.—Wheat turning. Will be ripe in 3 to 6 days. Good, well filled, heavy wheat.—M. Hicks, W. S. Nicholson Grain Co., Kansas City, Mo.

Harper, Kan., June 20.—Harvest has just commenced here. Have a fine crop if we can save it.—Luther Martin, mgr. Farmers Union Co-operative Ass'n.

Cheney, Kan., June 9.—Wheat looks good here. Cutting will begin in about twelve days, with prospects good for an average of 20 bus.—J. L. Garrison, mgr. Kramer Grain Co.

Corbin, Kan., June 20.—Wheat as a rule is good. There is some black rust and some wheat is down. With favorable weather will save most of it. Wheat will commence to move July 1.—Corbin Mill & Elevator Co.

Conway, Kan., June 13.—We expect to handle 150,000 bush this year, as prospects are good at this time. Have had too much rain, but will have an average crop.—Farmers Co-operative Elevator Co., R. C. Webb, mgr.

Coffeyville, Kan., June 13.—Red wheat is ripe here, and is being harvested. Is good and will make 25 to 40 bus. Hard wheat will be ripe in two days.—Martin Hicks, representative, W. S. Nicholson Grain Co., Kansas City.

Sanford, Kan., June 9.—Practically all tillable land is in wheat. Wheat crop is 100%, and will average 27 to 28 bus. in this territory. Harvesting commences June 25, with binding. Heading follows about July 1.—J. W. Mead.

Burns, Kan., June 9.—Wheat looking fine in this locality, with only a very little rust showing on leaves. Other crops late because of wet weather, but last few days of sunshine have improved farming conditions.—Ray P. Green, agt., L. H. Powell & Co.

Larned, Kan., June 20.—Wheat cutting will begin about June 25, with favorable weather. No damage to the wheat in this territory. Looks like a 30-bu. average. Side tracks stored with cars waiting for the machine to fill. T. H. Urton, R. Patterson Mill Co.

Tescott, Kan., June 17.—Harvest begins on June 23. Considerable damage was done to the crop by the continuous rains and wind. The upland wheat will be in good shape to cut if no more damage is done.—John Neff, vice-pres. Farmers Co-operative Ass'n.

Chicago, Ill., June 17.—Present indication in Kansas is for harvesting an immense crop of wheat, 200,000,000 bus. being a very conservative figure. Heavy rains in northern portions of state and lack of sunshine. Some red rust in wheat, and considerable wheat down in the lowlands, but most of it will come up in time for harvest. Corn has been washed out in places and injured by cut worms and cool weather. Backward in other places. Some replanting still to be done. Barley and oats are in fine shape. In southeastern and central eastern sections excessive rainfall for two weeks. Some wheat down, but no serious damage reported. Harvesting will begin about July 1. Corn is backward and needs warm weather and sunshine. Fields too wet to be cultivated. In central western and southwestern sections heavy rains have caused some damage to wheat. No serious damage from rust. Harvesting will commence about June 25. Corn backward because of rain and cool weather, and some replanting is necessary.—S. H. Johnson, freight traffic mgr., C. R. I. & P. R. R.

Eureka, Kan., June 20.—Crop conditions are good.—Eureka City Roller Mills.

Hope, Kan., June 9.—Wheat never looked better, very rank. A few fields are down, but they will rise again. We expect a very large crop. Corn is backward, but with warm weather it will come along all right.—W. R. Waring, pres. Farmers Elevator & Supply Co.

Hutchinson, Kan., June 22.—Continued rain fall during the past two weeks in many sections of Central Kansas has caused some fields of wheat to lodge, and as much of this fallen wheat is well advanced toward maturity not all of it can be expected to right itself. Therefore it will be impossible to recover all of it with the harvesting machines. In the Western and Southwestern portions of the state there has been less rain, and practically no lodging. Here the wheat is in excellent condition. In a few restricted localities there has been slight hail damage, but the entire damage from all causes will not be sufficient to lower the total crop materially. This applies to the section lying south of a line from McPherson thru Scott City, and west of a line from McPherson to Liberal. A great portion of this section has not produced much wheat during the past two years, but this year it will have a crop that will tax harvesting and handling facilities to the utmost. Due to too much rain, the corn is backward. This grain, like wheat, needs hot dry weather for a time. Oats, rye and barley are in excellent condition, and will yield well. It must be remembered, however, that the acreage of grains other than wheat is rather small, and the total production of these crops cannot be very large. The figures on the Kansas wheat acreage have been printed many times, and to repeat them will do no good; but one cannot possibly realize much of what a few odd millions of acres mean except by seeing a few of those acres. I have driven past over 500 miles of wheat fields in the last few days, and tho I have seen only a small percentage of the total acreage I frequently find myself wondering how it will be possible to care for all of the crop. A few fields in the eastern part of the section I have mentioned are being cut with binders, and binding will be in full swing in a day or two. Heading will start soon afterward, and if weather conditions will permit the entire Kansas wheat crop will be ready for the threshers shortly.—Cal.

### MICHIGAN.

Kalamazoo, Mich., June 23.—Best crop prospect in six years.—Glenn B. Kent Grain & Produce Co., Glenn B. Kent.

### MINNESOTA.

Le Sueur, Minn., June 10.—Small grain looks good. Corn has a fine color but there is too much rain for farmers to do much cultivating. Rye is all headed and in blossom, but a very thin stand.—Wierwill Bros.

Minneapolis, Minn., June 18.—Fine rains have fallen in sections of N. Dakota and eastern Montana where they were greatly needed. Lack of moisture early in the season in Montana has reduced the prospects of the crop considerably. Southern Minnesota has had some heavy rains, and water stands on many fields. Considerable damage may result from this condition. The rest of Minnesota is in good shape. The same applies to S. Dakota and to the eastern half of N. Dakota. In western half of N. Dakota conditions are spotted and rain is required from time to time. The temperatures of the past few days have been unusually high for this time of the year; but they have made good growing weather. General condition of spring wheat is favorable except in Montana. In N. Dakota the condition of rye has been improved by recent rains. In Minnesota and S. Dakota rye is spotted. Much corn has been replanted because of damage by cutworms. Too much moisture in heavy crop districts, and crop is held back and weedy. Hot, dry weather is needed. General condition of barley and oats in eastern N. Dakota, Minnesota, and S. Dakota is favorable. In Montana and western half of N. Dakota prospects are only fair, but recent rains will improve their condition.—Van Dusen-Harrington Co.

### MISSOURI.

St. Joseph, Mo., June 13.—A good hay crop is expected this year, but so far the hay cut has been of inferior quality.—Vincent Gilpin, Gilpin Hay Co.

Kansas City, Mo., June 9.—Between Wichita and Cherryvale, Kan., some wheat is rusted. Beyond that wheat looked fine between here and Wichita.—P. B. Harper, Croysdale Grain Co.



California, Mo., June 12.—Harvest 10 days later than at first anticipated on account of rains.—Kuhlmann & Meyer.

Bates City, Mo., June 11.—I should estimate that wheat has been damaged to the extent of 8 to 10% by recent heavy rains and winds. Wet weather continues.—Hubert Roach, mgr. Bates City Elvtr. & Merc. Co.

Seneca, Mo., June 14.—Wheat is good in sections, and some has already been cut. The acreage is large. Not much corn planted, and it is late, but is in good shape. It rains nearly every day, but the ground is not wet.—Z. Lawson.

Jefferson City, Mo.—The condition of Missouri wheat on June 1 was 93%, indicating 17 bus. per acre, total of 71,786,000 bus. Continued rains have damaged early prospect for finest wheat crop ever grown in state. Rampant growth and danger of not filling properly a common complaint. Smut, blasted heads, red rust, chinch bugs, and Hessian fly are further troubles. Harvest begins along southern border June 15. Spring wheat increased 20% over last year to 21,600 acres, condition of 96%, indicating 311,000 bus. Barley acreage 95% of 1918 and 90% condition, indicating 230,860 bus. Rye condition is 90% against 99% last month, indicating 530,880 bus. Oats condition is 92%, about the same as the last two years. Early seeding much better than later. Crop stunted in southwest by April drouth. Plants affected by rust, and land badly washed. Green bugs did damage in places. Acreage, 1,417,320, slightly less than in 1917, and 93% of 1918, because of large wheat area. Condition indicates 41,725,900 bus., against 43,400,000 last June. Corn condition 78% against 88% last June. Acreage reduced, with greatest cut in west third of state. Corn is 78% planted and 90% of a stand. Planting 10 to 30 days late in all sections. Cut worms are bad. Cultivation slow. Many fields weedy and grassy; others cloddy and hard. No replanting because of bad seed. Crop will be planted late in river bottoms of north. Clover acreage 521,730 acres, or 93% of 1918. Condition 89% against 90% last year.—Jewell Mayes, sec'y State Board of Agriculture.

Mercer, Mo., June 16.—Too much rain thruout this section the past ninety days. Soil generally too wet and heavy to work well for seeding and planting. Temperatures have averaged rather cool and backward up to June 1. High water has done damage to growing crops recently. Most low bottom lands will have to be replanted. Winter wheat acreage seeded about 25% increase over that of last year. Almost perfect stand secured but 10% of acreage is loss thru high water and another 10% damaged by heavy rains. Growth rank, and many fields lodged. Harvest will be about two weeks late. Not much spring wheat seeded here usually. Acreage reduced this spring because of wet soil at seeding time. Corn planting delayed by weather. About 50% p'anted to June 1, and not more than 75% planted to date. Heavy rains have washed uplands, and drowned lowlands. Considerable replanting will be necessary. Weather conditions past week have been good, and prospects now are that acreage will be about the same as last year, but crop will be from two to four weeks late. Generally the crop will be uneven, but with favorable weather conditions and late frosts will have a good crop. This is our main crop and farmers are working hard to make it the best possible under circumstances. Oats acreage reduced about 25% because of wet soil at seeding time. Two weeks or more late. Weather conditions unfavorable for proper growth. Poor general prospect. Present indications not better than 50%. Rye acreage fully normal, growth very rank and heavy. Damage from high water and rain about same as wheat.—Alley Grain Co., A. A. Alley.

## MONTANA.

Ingomar, Mont., June 15.—Crops looking poor. The weather is extremely hot.—Shelby Wright.

Columbus, Mont., June 19.—If we don't get rain pretty quick there will be no crops. Spring wheat and oats did not germinate.—W. N. Harris.

Kolin, Mont., June 10.—Our first spring rain came yesterday, just in time to save our crop, as the condition was critical. Moisture went well into the ground.—G. W. Shreener.

## NEBRASKA.

Creighton, Neb., June 10.—Rained here for about one week.—Louis E. Mann.

Waco, Neb., June 18.—All crops in excellent condition.—L. M. Pratt, Jackson & Pratt.

Tobias, Neb., June 12.—Wheat is going down with red rust. Corn very weedy. Too much rain.—H. G. Otto.

Ogala, Neb., June 11.—Crops are in good condition. More grain this year than there was last. L. H. Martin, agt., Taylor-Harden Grain Co.

Crofton, Neb., June 11.—Oat crop looks pretty good, but corn is very small, and is turning yellow from too much rain.—Loyce L. Smith, mgr., McCaull-Webster Elvtr. Co.

Monroe, Neb., June 20.—Small grain in good condition, altho somewhat rusty. Some fields of corn backward and weedy. Almost too much rain.—Monroe Farmers Ass'n, A. E. Hoare, mgr.

Loup City, Neb., June 11.—Excessive rains have washed out considerable corn, and fully 50% will have to be replanted. Corn acreage is less than last year by 25%. Wheat is backward and is rusting badly.—E. G. Taylor.

Hallam, Neb., June 25.—Wheat in this vicinity is maturing well. Oats are in fine condition, but will need rain to insure good quality. Corn a little weedy but growing well. Harvest will begin in two weeks at least.—William Burk.

Bladen, Neb., June 16.—Plenty of moisture here so far. Wheat has some rust on it, but the wind and sunshine have made a big improvement in the last week. Corn is doing pretty well, but there is some complaint of cutworms.—Chas. W. Wood, agt. C. B. Seldomridge.

Blue Springs, Neb., June 20.—Corn fields are generally weedy because it was too wet for early cultivation of corn fields; replanting was considerable on account of cut worm ravages. Oats are doing well, and we look for a good crop.—W. S. Nicholson Grain Co., Kansas City, Mo.

Charleston, Neb., June 21.—Crop prospects are very promising thruout this section. Wheat especially looks like the real stuff. Oats are heading out. Corn is a little backward owing to too much wet weather, but the farmers are working hard with it, and will have it looking good.—H. H. Otto.

## NORTH DAKOTA.

Petersburg, N. D., June 6.—Crops are looking fine. Some grain is coming in.—Harry E. Clark, ag't for B. C. Crangle.

## OHIO.

Apple Creek, O., June 18.—Corn coming fine.—F. C. Troxel.

Okolona, O., June 18.—All crop prospects good.—A. E. Castleman.

Wooster, O., June 18.—Crops all good in this section of Ohio.—F. I. Helm.

Findlay, O., June 18.—Wheat prospects especially good. Some of the corn and oats look bad.—Guy P. Marvin.

Bluffton, O., June 12.—Crops looking fine around here, and prospects are for great harvest.—The Farmers Grain Co.

Bluffton, O., June 12.—Everything is looking fine around here and prospects are great for a big harvest.—The Farmers Grain Co.

North Baltimore, O., June 9.—Crop outlook is fine. Never better for wheat. Oats normal, and corn progressing rapidly last ten days.—W. G. Rockwell.

Hoytville, O., June 10.—Crop outlook is fine. Never better on wheat. Oats are normal, and corn is progressing rapidly the last ten days.—W. G. Rockwell.

## OKLAHOMA.

Collinsville, Okla., June 9.—Wheat is looking good.—Halloway-Grover Grain Co.

Canton, Okla., June 9.—Wheat is fine. Begin harvest June 15.—Nelson Grain Co.

Kingfisher, Okla., June 20.—New wheat is good quality.—A. R. Smet, mgr. Farmers Elvtr. Co.

Kildare, Okla., June 18.—Our wheat is fine this year, and the farmers are busy harvesting.—J. Bergholt, mgr. Kildare Elvtr.

Hobart, Okla., June 10.—Considerable damage from rain near Hobart and Lawton. Very little wheat cut around here.—W. W. Deck.

Hinton, Okla., June 9.—Large crops here. Wheat will be moving in about three weeks if we have dry weather.—H. G. Smith, mgr. Farmers Co-operative Elvtr. Co.

Enid, Okla., June 20.—In my opinion this state will go over 86,000,000 bus. for the entire crop. One half of the wheat in shock now.—J. R. Chapman, mgr. Sweepstakes Milling Co.

Drummond, Okla., June 9.—Wheat never better, and cutting will begin this week. With favorable weather will harvest the largest crop ever known here.—Geo. C. Smith, agt. Blackwell Mill & Elvtr. Co.

Lucien, Okla., June 21.—Wheat cutting is about one-half over. From what I can learn from close examination I find wheat will fall short about 10% of Oklahoma's estimate, with a loss of 55 to 57 lb. wheat.—W. M. Black.

Cordell, Okla., June 11.—Crops are looking good in Washita County, and we expect to begin the latter part of this week to harvest the largest wheat crop that has ever been known in this part of the state.—J. G. Price, Geis & Price Grain Co.

Carnegie, Okla., June 9.—We are just on the eve of harvesting the biggest crop ever. Acreage and yield are both large. Too much rain at present, but with clear skies for a week or ten days, we shall have practically all the wheat in shock.—J. R. Thomas.

Miami, Okla., June 6.—Wheat and oats looking fine. Much rain the last two weeks. Corn is not very far along, and the acreage is not very large in comparison with that of previous years.—W. S. Nicholson Grain Co., Kansas City, Mo.

## SOUTH DAKOTA.

Columbia, S. D.—Crops are fine.—E. Bernet, mgr. Columbia Farmers Elvtr. Co.

Hudson, S. D., June 14.—It is raining every day.—E. L. Larkin, mgr. Farmers Elvtr. Co.

Meckling, S. D., June 20.—Crops are looking improved of late, especially oats and wheat. Corn is growing fast, but very weedy. No grain moving at this time.—Steele Bros. & Orr Co.

Veblen, S. D., June 21.—The wheat, rye, and flax look the best they have in years, while the oats and barley do not look so well. We expect these to improve, as the conditions are ideal.—L. J. Schmitz, mgr., Farmers Co-operative Grain & Fuel Co.

Chester, S. D., June 17.—The small grain is fine. Our corn is backward and not the best. Cut worms have taken from 20 to 30 per cent of it. Most of this ground will be used for flax and buckwheat. The rest of the corn stand is about 20 per cent less than a year ago.—E. W. Mueller, mgr. Chester Farmers Elvtr. Co.

## TEXAS.

Fort Worth, Tex., June 23.—Texas will produce this year practically twice as much grain as it has any other year within the past five or six years. This is also true of corn, maize, kaffir, as well as of oats, wheat, barley, etc. Rains are somewhat delaying our harvest, but incidentally these rains are making wonderful corn and other feed crops for us. It looks as if Texas would this year have a surplus of feedstuff. We understand this is also true of Oklahoma.—Smith Bros. Grain Co.

Chicago, Ill., June 17.—In the Texas Panhandle weather has been very good for crops the past two weeks. Small grains in fine condition and developing rapidly under hot sunshine and dry weather. Little danger from rust. In west central, northern, and northwestern sections wheat and oats are being harvested under good conditions. Warm weather has made cultivation of corn possible. Plants have rich color, and stand averages about four feet. Another rain within ten days would insure good crop. In east central and north central sections wheat and oat harvesting progressing. Weather has been fine. Heads generally well filled and heavy yield is promised. Corn progressing satisfactorily. In southern Texas grain is in fairly good condition.—S. H. Johnson, freight traffic mgr., C. R. I. & P. R. R.

## WISCONSIN.

Madison, Wis., June 16.—The acreage of wheat is larger than usual, and barley acreage is less than last year. The corn acreage is probably larger than usual and the stand so far is looking fine.—L. L. Olds Seed Co.

## WYOMING.

Cheyenne, Wyo., June 10.—Heavy rains near Cheyenne and Rawlins where moisture was needed badly. About 5 inches of rain in 10 days. Farmers claim crop is now made, barring further unlooked for reverses.—Equity Union Grain Co., Kansas City, Mo.

FRANCE freed the oats trade from control May 10.

BREAD TICKETS have been abolished in France.



### Elevator with an Observatory.

The new grain elevator of Gilchrist & Co. on the banks of the Mississippi at McGregor, Ia., the scenic center of the beautiful Upper Mississippi, is probably the only elevator that boasts an observatory.

President F. G. Bell of the Company is an outdoor man who loves Nature in all its forms and particularly the hills and islands and majestic sweep of the great river. When his elevator was in course of construction, it occurred to him that the cupola would afford a delightful lookout, so he had it extended on the river side in a semi-circle and a glass front put in so as to provide an unobstructed lookout. The space back of the bow window about 14 by 20 he has fitted with comfortable chairs, rugs and a table, a rest room. Here he may go and take his friends. But that is not all, the observatory is to be open to the public and the many sight seers who visit the picturesque region are to be welcome at all times. The hoist will give them a ride up to the observatory, where 100 feet above the river, they may have an expansive view up and down the Father of Waters.

A lot of interesting history clings around the new elevator. It stands within a few feet of the original grain warehouse of Gilchrist & Co. built there sixty years ago. The Company which now owns 35 elevators in northern Iowa and southern Minnesota is the oldest grain firm in the state of Iowa.

When the company was organized by W. I. Gilchrist and C. F. Bell, father of the present president, there was not a mile of railroad west of the Mississippi river in the Northwest. The region back one hundred miles and more from the Mississippi in northern Iowa and southern Minnesota was rapidly filling up with settlers. They were all growing wheat. Their market was McGregor where the grain was loaded onto steamers at the wharves and sent south. In the fall

hundreds of wagons loaded with wheat filed along all roads leading to McGregor. Some came from so far away that they were three days on the road. Every few miles along the main roads sprang up taverns where the farmers put up for the night. On reaching McGregor, in the rush season, there was a wait of many hours often to get to the wharf to be weighed and to unload. The line of waiting teams stretched back a mile or even two from the wharves. Those were boom days. Minneapolis had not been thought of and Chicago was but a village. McGregor had no thought but that it was destined to be a great city, the marketing Mecca of the Northwest.

There were of course other grain buying concerns in those days besides Gilchrist & Co., notably the company headed by famous Diamond Jo Reynolds. After the railroads built west of the Mississippi from McGregor west into Iowa and north into Minnesota, the big grain market beside the river languished. One by one the grain firms moved to fairer fields or went out of business. Not so with Gilchrist & Co., who continued doing business at the old stand, weathered the dead days, and have come forth into a new era with prosperity that increases steadily. The firm is doing more and more business all the time and branching out constantly. Within the last few years it has replaced quite a number of its old elevators with the best type of modern buildings.

### Uniform Contracts.

(Continued from last column.)

**Compilation of Forms on Which to Draft Uniform Contract.**—I feel that a well-planned circular should be issued by the secretaries of the various state organizations to all their members appealing especially to all those who have had a considerable amount of experience with contracts to be loyal to the trade, and either furnish what they would feel would be a desirable form or furnish some ideas and suggestions which might be of benefit. After all these have been collected by the various state secretaries, let them be forwarded to the secretary of the National to be turned over to the National Com'ite on "Uniform Contracts" with the understanding that they will work over all the sample forms, suggestions and ideas collected from the various members of various associations, then furnish a form, a copy of which will be sent by the various state secretaries to all their members again for further criticism, suggestions or approval.

After all dealers have had a chance to criticize or approve this latest form, then send all these criticisms or further suggestions to their secretary again, which in turn will be forwarded to the National for attention of the "Uniform Contract Com'ite." The Com'ite can then make its final revision and if this final form does not seem to meet the approval of at least 50% of the trade in general we would consider it a hopeless case.

THE GRAIN GROWERS EXPORT Co., of Canada, which has been buying oats for the allied governments since Sept. 1, 1917, will terminate its agreement with the Wheat Export Co., effective July 1, and resume its private business.

AREA of wheat harvested in New South Wales was 2,410,530 acres of which 220,050 failed entirely. The amount harvested was 5,825,845 bags, or 17,832,910 bus. of the total, 13,798,000 bus. have already been pooled and the balance retained for seed purposes.

THE IMMEDIATE SALE of 50,000 tons of corn has been offered Mexico via cablegram from the Chamber of Commerce of Buenos Aires, the corn to be delivered as soon as the requisite transportation facilities are available. An offer was also made for 3,000,000 kilos of wheat and 1,000,000 kilos of oats, all being quoted at very low prices on account of Argentina's crop being a record one. The price quoted on corn f. o. b. Vera Cruz was 11 pesos per cargo of 150 kilos. The offer is being considered by the "Com'ite of Articles of First Necessity," but it has not sufficient cash on hand to pay for the grain.

### Uniform Contracts.

By H. L. STRONG.

There is far more importance attached to the subject of uniform contracts than the majority of dealers realize.

If uniform contracts were used by 75% of the trade throughout the United States more than 50% of the arbitration cases, together with many lawsuits, would be avoided.

Heavy losses have been suffered by many good firms on trades covered by contracts specifying that they are "In every respect subject to all the rules and regulations of" a named "Board of Trade," when doing business with a member of the aforesaid Board of Trade. In many cases "buying a pig in a poke" would be far the safer proposition.

Board of Trade dealers and members at market centers do not print all the rules and regulations of their board of trade either on the front or back of confirmation they mail to the customer, neither do they take the trouble to mail a copy of their rules and regulations to every dealer at interior or country points who is likely to do business with them at some time or other. This apparently means therefore, "you poor devil if you are not posted on our rules and regulations, just get posted the best way you can or take your medicine."

This point cannot be better illustrated than to relate an actual experience of a certain grain firm in the sale of a car of corn to a grain dealer at a market center, the purchaser's contract specifying that said purchase was "in every respect" "subject to the rules and regulations of the board of trade of which the purchaser was a member."

**Unfair Rejection:** The seller never having sold corn in that market before, and having a car en route which had to be resold and diverted and no time to investigate the rules of that exchange, was obliged to take for granted that the aforesaid exchange rules were fair and just, also had to rely entirely on the honor and responsibility of the purchaser to carry out his part of the contract as set forth by the aforesaid exchange rules. This, however, the purchaser failed to do. He was sharp enough to discover the seller was ignorant of certain rules of the exchange, so resorted to sharp practices, and on a declining market, forced the seller to take back the car of corn by refusing to perform his part of the contract and take No. 4 at the market difference, date of inspection. This caused the seller a loss of more than \$2,000 on the one car.

After the shipment was disposed of, the seller secured a copy of the rules of the exchange and ascertained he had been unfairly dealt with, and had the aforesaid dealer been honorable and given the seller the benefit of the rules as he was entitled to, this heavy loss would have been prevented. The seller was advised by well-posted dealers that even yet his claim against the purchaser filed with an arbitration board would certainly secure justice and equity and enable him to recover his loss.

The claim was made and tried by the arbitration, and they decided the seller had slept on his rights, thereby permitting the unfair dealer to get by with his sharp practice.

**Moral:** Have uniform contracts fully understood by all dealers for both buyers and sellers in the country as well as larger markets, then both purchaser and seller will know their rights and can call the turn on dealers who are disposed to resort to sharp practices and take advantage of other dealers' supposed ignorance of rules which would force them to be honest and honorable, and perform their own obligations as set forth in their own contract.

What can be done to give us uniform contracts, reasonably satisfactory and acceptable to the majority of the grain and feed dealers of the United States? A copy of a proposed form was mailed to the writer by the Sec'y of the National Ass'n recently, which was said to have been agreed upon by members of a national com'ite appointed for that purpose. I am very sorry to be obliged to report that according to my ideas very few people would be willing to consider this, as even half-way meeting the requirements. The writer is not acquainted with any of the members of the com'ite, therefore am not in position to advance any opinion as to whether or not they are men of large experience covering all branches and angles of the grain and feed trade, but do feel that only such men as this would be desirable for working out such a great problem.

**Keep hammering away.**—While it seems this is almost a hopeless task, still if all those who are interested will keep hammering away and exchange ideas from time to time, it is possible some day a contract worthy of a trial may result. The only suggestion I can offer at the present time would be as follows:

**Let the contracts be divided into two classes:** Terminal market contracts, and interior contracts. In this way it will be very easy for all dealers to keep posted on the general or printed conditions governing each class of contract, and any different conditions must be a matter of agreement between the contracting parties and written into the body of the contract.

(Continued in middle column.)



Elevator of Gilchriss & Co. at McGregor, Ia.



# Ohio Dealers Hold 40th Annual Meeting

The 40th Annual Convention of the Ohio Grain Dealers Ass'n was held on June 18 and 19 at the Statler Hotel, Cleveland. The meeting was well attended, 328 being registered, and many were forced to stand because of the crowd.

President C. M. Eikenberry of Hamilton called the first session to order in the Lattice room at 10 o'clock, Wednesday morning.

A. D. Malladren, D. D., Pastor of Old Stone Church, delivered the invocation.

The address of welcome was delivered by Paul L. Feiss, President of the Cleveland Chamber of Commerce. During his talk he laid stress upon questions of national purport and interest, stating that the two most important things to be considered at this time are political government and labor. He sounded a warning on permitting the government to experiment with revised or flexible legislation and asked all to stand by the makers of the old Constitution and founders of the greatest form of government on earth.

Mr. Feiss urged education in the significance of the activities of the Non-Partisan League of North Dakota, the I. W. W.'s, the Bolsheviks and all factions moving for selfish interests, blindly giving their own property up to the socialistic rule.

In conclusion he said: "Joint sessions of grain men and farmers will bring a closer understanding and be of mutual benefit."

O. W. Cook, Columbus, Vice-President of the Ass'n, pleasingly responded to the address of welcome, reflecting with pride that the members were attending their fortieth annual meeting, the most successful in the career of the Ass'n.

The Ass'n's celebrated vocalist, Fred (W. W.) Mayer, from Toledo, broke into song and all joined in the chorus of "Ohio." "Billie" Cummings played the piano and O. W. Cook the violin.

Next on the program was the President's annual address. Mr. Eikenberry presented the following:

## President's Annual Address.

The greater part of the past year has been taken up with questions growing out of the war. The dealers of Ohio are to be commended for their hearty co-operation with the governmental regulations which were necessary to bring this war to a successful conclusion. While it meant the most hard work each day and many times far into the night, the trade as a whole responded to each and every call made upon their business and time just as promptly and as cheerfully as did the soldiers from this great commonwealth and none were prompter or braver than these. Very often this meant great sacrifice and frequently a considerable financial loss, yet we find no discordant note but an eager desire to co-operate for a common good.

If the Grain Ass'n had never done anything else it justified itself and its existence by the readiness with which the whole trade was reached and brought into co-operation for this great work when the time came. It seemed that on account of their years of association with each other the Ohio dealers were ready to co-operate almost without exception.

For your Association the past year has been one of hard, strenuous and intense labor, the burden of which has fallen upon our Secretary. Never before have conditions been so varied or so radical. Yet with all this the Association has attempted to keep abreast the times and meet the conditions as they arose.

We have been in very close co-operation with the Industrial Traffic League and the state administration through which we have been able to aid in securing cars and such other matters as deal with affairs of transportation.

Our work with the Food Administration was very close until their disbanding the first of the year.

The Secretary is a registered lobbyist whereby we are able to keep in close touch with all matters that in any way affect the grain trade or any of the trades closely allied with it. His influence is very strong and his counsel is sought on all matters relative to the trade.

We have co-operated very closely with the

Agricultural Department of the State University and have been counseled on all matters relative to the trade, also such questions as pertain to farm crops. It was through our association with the Department that we were called in to assist in the holding of grading conferences, in some sixteen different points within the state for the purpose of creating a better understanding between the farmer and dealer as to the marketing and grading of wheat. Much good to the trade should come from this work, as a better understanding as to grading and as to price expected must come from the free exchange of views as we had at these meetings.

We have kept in close touch with the Food Administration Grain Corporation. Your committee have been in attendance with all other state associations in regard to the margin allowed the country dealer and miller for the handling of wheat. We were in conference with these at two different times in St. Louis and later in New York. However, it is our opinion that no definite margin will or can justly be placed for buying wheat. We think that a reasonable margin will be allowed and so long as the dealer conducts his affairs on this basis no trouble will arise.

Our Arbitration Committee has been very active during the past year and has been instrumental in settling quite a number of cases most satisfactorily.

As our business comes out from under governmental control and is returned to us for reconstruction, we shall find that Ohio will have numerous questions which are peculiar to herself and which will have to be met by our Ass'n alone.

It was with this idea that the Governing Board met last October and recommended to the Ass'n an increase in dues from five to ten dollars per annum. This, having been adopted at the meeting in October, will become effective July 1st. We feel that this will be the first step toward a great increase in membership and influence of the oldest and best of the State Ass'ns.

We think that each of the present members should consider it his duty to secure for the association one or more new members. As we increase in numbers we shall increase in interest, influence, and power by bringing to bear the new and varied interests which are so closely allied with the grain business within the State of Ohio. A great many of these you will find are peculiar to Ohio alone.

We have co-operated with the Farmers Elevator Ass'ns in all matters which were of common interest. We also note quite a tendency toward co-operative companies in some parts of the state. Quite a number of regular dealers have sold out to these companies. We are very glad to note that the tendency is much towards these companies buying existing equipment instead of building new at stations many of which already have more elevators than necessary to handle the crop economically. In the past it seems that the feeling between these two lines and often between two individuals has led to building which has proven very detrimental to the trade.

With the closing of war conditions, with building of permanent highways, with the great increased use of motor driven vehicles, many changes will be noted within the next few years. All of these should be a signal against promiscuous building of elevators in territories where sufficient equipment exists and where the production of grain is not on the increase.

Wherever an elevator is built where not needed it simply adds more of a burden upon the producer, since the maintenance of this must come out of the crops produced in contiguous territory. Many of the new companies are being conducted strictly on a profit basis and would seem to indicate that owing to his unprecedented prosperity the farmer is showing a desire to invest in this line of trade.

**Socialistic Tendencies:** Some of our sister states within the grain producing section are having some very serious questions relative to some ultra socialistic tendencies. In at least one or two, measures are being adopted which look toward the seizure of the grain business as a whole by the State. These things do not seem possible to become a menace to a state whose interests are so varied as ours, yet it is a peculiarity of some men that they will give largely of what they have, or even all, to correct fancied restrictions of their liberties and encourage and build a plan which has no chance of success.

The Grain Dealer is usually a man of influence and power in his neighborhood and his efforts should be exerted to counteract such theories as soon as they arise. Keep a cool head and a steady poise. Do not permit yourself to be led away by any of these radical ideas. It is always well to remember and educate others to see that even the most ardent advocate of these new ideas would not be as

well satisfied with the new condition as with the old. We cannot afford to be carried off our feet or lose our head by these professional reformers.

This Association can be compared very readily to a salesman who comes into your office; if he cannot get your attention and co-operation, it is impossible to do anything for you no difference how good a proposition he may have. So it is with your Ass'n; if you do not answer inquiries and follow suggestions as they come to you from the office it will be impossible for you to get the most out of the Ass'n, or for the Ass'n to do the best work for you and the entire membership. We shall need all this and all that can be gained from the widened influence of a greater membership when once the grain trade is handed back to us free from governmental interference and influence.

Business in the past year has caused more headaches than ever before but we are firmly of the opinion that the business in the near future will call in more strenuous efforts and more clear thinking than it has in the past. The old order is passing and the dawn of the new era is at hand. We believe that this is truer of the grain trade than any other because we stand very near to the producer and our work is almost entirely with food products in some form or another. The trade will be on a different and better plane but only because we devote our very best thought and work to bring this about. So let me again plead with you all to start to work to widen the sphere and influence of this great Ass'n.

In arranging the program for this year we have departed somewhat from the older order. We are of the opinion that our chief excuse for existence is service rendered and that if this is properly carried out for your community the profits will be cared for. So with this in mind we tried to inject into our program some of those elements that enter into our daily life and experiences, expressive of the spirit of pleasure, joy and happiness; the serious and material aspects of our endeavor, the social element, the heart to heart touch of the golden rule, and the Brotherhood of Mankind; all that stands for right life, right living equality, power and integrity.

Following the President's talk Secy. J. W. McCord presented the Secretary and Treasurer's report:

## Sect'y-Treas'r's Report.

The activities of the Ass'n during the 39 years of its existence ending with this report, are recorded in our archives of history. During the progress of each succeeding year of nearly four decades, our efficiency and usefulness has increased in marked degree; and when we review the accomplishments of recent years, particularly during the war period, we stand in profound amazement and surprise in full view of the work so successfully undertaken.

No department of commercial activity or enterprise in the affairs of the Nation has been subjected to such intense sacrifice of effort, time and money, as has been in evidence with the Grain Trade, and its related industries.

Food was the big factor in winning the war. The farms, the grain trade, the milling industry, supplied the bread; our very best and patriotic efforts were concentrated on the one great success: Victory and Peace. As an Ass'n we are proud of our record in the great strife; the requirements laid upon us have been met; every member and every officer has discharged his duty with fidelity, honor and integrity, much was required, much was given by all of us.

For your humble servant, I can truthfully say that I have given to your service, and to the service of the cause, the very best that was in me; the increased and arduous duties incident to unprecedented new and perplexing conditions severely taxed my energy, capacity, efficiency and resources, in the discharge of the duties of my office. The work was not light, it was not easy of accomplishment; nevertheless it was a pleasure to serve you my fellowmen; a satisfaction to discharge in my weak way, my duty as a citizen of our great and glorious country.

I have had your co-operation, your kindly assistance, your sympathy and your love through all the years of my service for the uplift and betterment of the grain trade; and for all these things I want to express to you my heartfelt thanks and appreciation. We are the B.P.O.E.—Best People On Earth—we are coming into our own, a better day is in store for us, we are nearing the goal of a better, a greater and a re-created Grain Trade.

I wish to express my thanks to the Officers, and to every member for the hearty support and valuable assistance rendered in the discharge of the duties of my office. Never before has such great evidence of interest prevailed throughout the entire membership. We have been mutually helpful each to the other, and in the language of the Psalmist we may say "Behold, how good and how pleasant it is for brethren to dwell together in Unity."

Our membership has increased considerably during the year. The heavy demands made on our financial resources on account of increased



expenses for delegates to hearings, have been provided for by prompt response in payment of dues.

At our Fall Meeting the dues for regular membership was increased to Ten Dollars per year beginning with July 1st, 1919. We feel sure that our members will respond willingly, and that with the increase in the financial resources of the Ass'n we will be able to more effectively and efficiently extend our work and influence.

The report was accepted and referred to the auditing committee.

President Eikenberry appointed the following committees:

**RESOLUTIONS COMMITTEE:** O. W. Cook, Columbus; L. W. Dewey, Blanchester; P. M. Holtzmuller, Farmersville; S. B. Swope, Armand, and F. E. Watkins, Cleveland.

**AUDITING COMMITTEE:** W. S. Cook, Columbus; Fred Rinehart, Illiopolis; Robt. McAlister, Columbus.

**NOMINATIONS COMMITTEE:** C. E. Groce, Circleville; H. J. Niswonger, Arcanum; Fred Mayer, Toledo; E. T. Custenborder, Sidney; Philip Horn, Monroeville.

L. W. Dewey, Blanchester, spoke on "The Relation of Millers and Grain Dealers." From his address we take the following:

I believe the requirement to buy wheat strictly by grade the same as it is sold by is a good thing where the dealer has the facilities to grade the wheat. The farmers will be well satisfied and likewise the grain men. Disputes will not arise under this system and there are really no good arguments against the plan. Dealers who buy or value all grades at one price are unfair to the producer of high grade wheat.

Last year the millers had a grievance because they could not buy grain to make a profit on it as well as a profit on milling. Millers this year, I understand, will be allowed to make a profit on both grain buying and milling; this will do away with many local troubles we had last season.

It is planned every miller or wheat buyer buying grain to grade lower than No. 3 Red will be required to take a sample of that wheat and hold it for 60 days. A buyer would soon accumulate quite a number of samples in this way.

A better plan is to be furnished later whereby no samples will be necessary except in cases of dispute. In that case a sample will be mailed to the zone agent and settlement made in a very short time.

It will not be necessary to retain a lot of samples. As before, wheat buyers, shippers and millers will be required to take out licenses. A suggestion has been made that we continue to use our same license number, which would be very satisfactory.

I have attended two meetings called by the College of Agriculture, O. S. U., Dept. of Farm Crops. These meetings were called, inviting the farmers, grain dealers, producers and millers to get together and talk over their problems of mutual concern. One point brought out was that the thrashers did not use screens to clean the wheat, but trusted to the wind to do the work. This meant the farmer paid for work that was partially dirt and expected the elevator man to buy that same dirt with the wheat. The thrasher can deliver clean wheat; anything else is absolute waste.

Referring to question on non-agreement between farmer and dealer in buying wheat on grade, when an agreement cannot be reached on the grade, it was suggested at the New York conference the dealer should not make payment until grade is decided by authority. Another remedy suggested was to decline to take the wheat at any price.

Again our chorus broke into song with Mr. Mayer leading. This time the song was "Smiles."

The following Memorial Report was read by Mr. Cook:

#### In Memoriam.

Each succeeding year leaves on the pages of our history as an Association, the names of our members who have completed their work on Earth, and have gone to their Final Reward. Our record shows that since we last paid

tribute of respect by resolution in memory of our deceased, the following members have passed to the Great Beyond:

Robert Colton—Bellefontaine, O. One of the charter members.

J. L. Moser—Rockford, Ohio.

M. L. Finnell—Osborne, Ohio.

We also express our sorrow in memory of one of our charter members—A. E. Clutter formerly of Lima, Ohio, who retired from business and moved to Los Angeles about ten years ago. Mr. Clutter always kept in close touch with our work and only a short time prior to his death, which occurred recently, he sent loving personal remembrances through Mr. Dewey who visited him at his bed-side, to all of his old friends in Ohio. Mr. Clutter was a leader in Ass'n work during his many years of activity in business in his home State.

We also extend our sympathy to those of our membership who have passed through sorrow and bereavement during the year, in the loss of their dear companions:

Mrs. May Phellis Dull, wife of E. M. Dull, Colina, Ohio.

Mrs. Moser, wife of John W. Moser, Rockford, Ohio.

Mrs. Alice Hansberger Johnson, wife of J. R. Johnson, Baltimore, Ohio.

Adjourned for luncheon.

#### Wednesday Afternoon.

The second session was called to order by Pres. Eikenberry who presented V. E. Butler of Minneapolis, who read a paper from which we take the following:

Professor V. C. Smith, Ohio State University, College of Agriculture, Dept. of Farm Crops, was called to tell of the grading and marketing conferences which he directed between producers, grain buyers and millers. From Prof. Smith's address we take the following:

#### THE GRADE CONFERENCES.

To date fifteen conferences have been held in different sections of the state. These meetings were attended by 2,500, all told, grain dealers, farmers, millers and threshermen. The reason for the meetings was to expedite the movement of grain at busy seasons, and times of heavy crops, such as expected this year. A second reason was to obtain a better understanding of the problems confronted by each, in order to do away with hard feelings that might arise thru lack of understanding the other man's situation.

The gov't established the fixed price of \$2.26, Chicago basis, not for all grades of wheat, therefore, buying by grade is necessary. The grain dealers and farmers all do not understand the grading system. This point we are endeavoring to explain at these meetings. We have made the various grade requirements clear and demonstrated the manner of arriving at the proper grades while all problems of buying by grade have been thrashed out.

To facilitate the steady flow of grain thru the country elevators, a resolution has been adopted at these meetings which calls for farmers to store grain as long as possible to hold back flow to market.

Many farmers were wrong on the price of wheat, some believing they should receive \$2.26 on farms. We have set them right on this question. Then, too, the question of non-uniformity of kinds of wheat, 10 farmers probably raise 8 different varieties of wheat. We emphasized the importance of standardizing varieties of wheat and centralizing on one or two varieties in every locality.

THE BEST RESULT of these fifteen conferences, I believe, has been the spirit of co-operation developed between the producer, the grain man, the miller and the thrasher, as well as the clearing up of many misunderstandings.

Prof. Smith then read schedule of "probable reasonable prices" in various local points where these 15 conferences, adopted by the various meetings. They were merely adopted, however, in the form of recommendations.

A Dealer: This range you speak of at certain points, \$2.11-2.13. How will we know which figure to pay?

Prof. Smith: These are approximate figures, saying about what farmers will expect. They are neither set or guaranteed, that will all be controlled by local conditions.

A Dealer: Will farmers be allowed to accept a lower price if you cannot ship the grain to your best market and could ship to a point with a higher freight rate?

Mr. Eikenberry: The Gov't has warned farmers against receiving a price lower than their guarantee, less correct charges.

C. S. Wheeler, Ohio State University: You gentlemen are technical grain experts interested in fraction of cent cost. You understand what the cost of handling is; outside do not understand. The farmer in many cases does not know. It's up to you grain men to educate him. Make him understand that it costs money to handle his grain. You must attend these conferences and help us carry on this work of education.

#### The Bolsheviks.

Let me remind you that we all have a fight at hand against a movement that has already spread over a number of states and is attempting to come into Ohio. I mean the non-partisan league, with its friends, the Bolsheviks, I. W. W.'s and radical revolutionists.

I suggest that we do not go around making speeches against them, for that would only advertise them, but do the other thing, keep yourself organized against any such movement in your own section. Cultivate the spirit of co-operation.

These conferences Prof. Smith mentioned have been a great thing for both farmer and grain dealer and I, too, can say the best result was the spirit of co-operation attained.

Mr. Swope: The requirements for No. 1 wheat, No. 2, etc., in my estimation, have not been given enough publicity.

Prof. Smith: Those attending the meetings got the full data, and full information on the subject was furnished the Press but in publishing reports they probably used their own discretion.

Col. Groce: I understand if the grain goes below grade in any requirement it falls below the grade.

A Dealer: This information should be circulated around the trade.

Mr. Wheeler: We'll give a lot of this information out this week to farmers and dealers in printed form.

Mr. Mayer: Post the rules where the farmer can read the requirements when he delivers the grain.

#### AFFILIATED ASSN'S REPORT.

President Eikenberry called for informal reports from affiliated grain associations of Ohio. The following men responded for their various associations:

E. T. Custenborder, Sidney, of Miami Valley Grain Dealers Ass'n;

C. O. Barntonhouse, Agosta, Middle Ohio G. D. A.;

Edgar W. Thierwachter, Oak Harbor, M. W. Ohio Millers and Grain Dealers Ass'n;

C. W. Pontius, Lewisburg, Drake and Preble County, G. D. A.;

D. R. Risser, Vaughnsville, N. W. Ohio Grain and Hay Dealers, Producers and Shippers Ass'n.

#### TRADE ACCEPTANCES.

G. A. Bennett, Grafton, O., spoke on "Trade Acceptances." Mr. Bennett first explained what a trade acceptance was, how used, and the object and advantages to the grain-dealer. In this connection he said, its object is to do away with credit entirely, increasing business and reducing loss and expense of collections.

The Federal Reserve Banks are urging the use of this trade acceptance. You let the bank handle the money, only get the farmer to sign trade acceptance. The paper is put in bank for 10 to 90 days' payment. It goes thru the bank the same as a check and bank will lend you money on Trade Acceptances.

Dealer: Who is responsible if the paper is turned back?

Mr. Bennett: You would be, but must settle with signer.



Secy. McCord: Do they carry interest?  
Mr. Bennett: They may or may not, usually ranged according to time of paper. Under 0 days usually no interest.

A Dealer: Why not just take a note?  
Mr. Bennett: It's a cleaner form of paper. No stamps required and no extension of time.  
A Dealer: How would farmers feel about his trade acceptance?

Mr. Bennett: They all like it as soon as they know its method of application.

Numerous booklets have been printed on the subject and you can get this literature from the Federal Reserve Banks.

Mr. Dewey moved that the Secretary be instructed to bulletin members from time to time on the subject of trade acceptances.

Adjourned to Thursday A. M.

## Thursday Morning Session.

The singing of the Star Spangled Banner brought the meeting to order at 10:00 A. M. Pres. Eikenberry introduced H. D. Irwin of Philadelphia, Second Vice-President of the U. S. Food Administration Grain Corporation. Every available seat was taken and many were standing in order to hear Mr. Irwin's talk on the handling of the 1919 wheat crop. His address follows:

### Handling 1919 Wheat.

I realize the co-operation which we have had from the trade. I felt it, in every part of my zone in the way in which you have complied with conditions. You all know why there is a Wheat Director. You know the necessity of making good this congressional guarantee to the producer.

I feel and have felt in the last five months particularly, that this big crop was of inestimable value in shaping the policies incident to the distribution of the last crop. It was so a year ago. We were able to distribute the 1917 crop down to almost the last bushel. We have done literally the same thing this year. We never could have done that without this large acreage and the known condition of this present crop which is now moving in the market, so I feel it was a good thing that Congress passed this bill.

**Four Fundamentals:** I feel that I should put the proposition before you, as I see it,—from the standpoint of the four fundamentals embodied in the present Bill:

**First:** To make good to the producer the price guaranteed by Congress—\$2.26 for No. 1 Red Wheat at Chicago—(understand, the \$2.00 on the farms guarantee is not involved this year) but the injunction is that we shall produce at the price stipulated in the act. To do so, we establish Buying Agencies, as you all know, in the markets to take care of the Wheat.

Now, we propose to bind all branches of the Trade thru licenses and thru contract to maintain that price with us. We furnish the basis on which you can maintain that price in your purchases from the producer. We are going to offer you each a contract to sign with us individually, to bind us closer together to care for this provision of the act.

Wheat as wheat, and wheat in the berry should, this year sell only at the Government price or over. It should not sell below it. Any readjustment owing to a resale price which the Grain Corporation may make, will be reflected thru the price of flour. Wheat as wheat will be maintained at the Government price, or over if your individual efforts and the individual efforts of millers and others develop a price which is over the guaranteed basis.

**Second:** To maintain an even flow of wheat thruout the United States. That can only be done thru controlled Terminal Facilities—co-operation with the railroads before exercised thru Control Committees at a large market, and the permit system, with which I think you are now all more or less familiar.

There are some large interior markets, notably, Minneapolis, where the Blanket Permit System will work to advantage. By a Blanket Permit System, I mean that so many cars per day may be brought into a market. If a thousand cars per day were to come into that market, then that thousand cars would be distributed among the railroads entering that market. Such a Blanket Permit System is not feasible at the Seaboard.

The seaboard is a very narrow neck out of which to get a large supply of grain, so the individual permit is the only form which can be considered for that purpose. I think it will be possible to work out for Boston, New York, Philadelphia, Baltimore and Newport News, a system whereby each of those markets, by clearing thru our offices, will be able to say "yes" or "no" immediately to the applicant for a permit for shipment from country points. If we say "yes" we will issue to the applicant

his permit—we will advise the railroad and the railroad undertakes to advise the agent at the point of shipment. This method, keep in mind, would apply if the shipments can be perfected and I think it is the best Individual Permit method because it insures quicker handling.

**Third:** The American consumer is entitled to the benefit of any so-called re-sale price which the Government may make in disposing of this surplus wheat. It is proposed to operate that contract with the miller, with the flour jobber and with the baker—i.e., bakers baking fifty barrels or over of wheat flour per week.

These flour jobbers and bakers are a new addition to our Control System. We will approach them in the same way with a contract which will protect them in the event of our making a re-sale price on wheat. These millers will go on paying the Government price for wheat. They will get an adjustment from us on their wheat and wheat product. The grain dealer need not be concerned in that adjustment, as it is a flour jobbing milling and baking proposition.

You all know the sentiment which was rampant last September concerning a so-called re-sale proposition and that the Grain Corporation would not be able to make good the guarantee for even this year. We feel that the consumer must have the benefit of that and we are going to see that he gets it thru the very machinery which I have mentioned.

On these contracts there is nothing obligatory on your part, it will be offered to all branches of the trade voluntarily.

**The fourth consideration under the bill—**Not to unduly enhance obligations of the United States. There is a great deal in that. It comes through the even flow of wheat. We must economize upon railroad cars, upon transportation, we must minimize unnecessary movements and accumulations, but primarily we should endeavor to market this crop surplus at a price which will reflect our buying basis. I do not feel that we should arbitrarily take a position which a merchant might well do, owing to the fact that we will be furnishing the balance of the world's wheat and wheat products. If any merchant were in such a position he could almost dictate his price. I doubt if we should endeavor thru this position to force European buyers to a high price. I rather feel that the larger obligation is to see that our attitude toward foreign buyers is just and fair.

**We have reached the turning point.** This country has been very open-handed and liberal in the extreme. There is a point where liberality induces idleness. In my mind, work is the panacea for most of our ills. Europe today has many ills. We can and we should help get them to work. It is a mistaken kindness to feed and clothe them while they are sitting around doing nothing, content that we should continue. Every thought should be extended toward getting Europe to work. Their machines cannot run because they have no belts and they have no parts. These must be supplied and the engines started; the raw material once started then the machinery will and can follow. Quite a journey, but I am sure that Europe is now started on that journey. We have had on our hands in the last two years an enormous task expending more time and energy on this accomplishment than anything before in our history.

I feel that I should not close without making reference to the head of our organization—the Wheat Director. I like the word "Director." It indicates or means guidance. We are all wonderfully fortunate in the man who occupies this position, Mr. Julius H. Barnes.

Every enterprise, whether it is large or small, needs a Director. Every ship needs a Captain. You must have a Port of destination and your course laid out, otherwise you will be floundering all the time. We are facing another year together with a spirit of co-operation, we feel that we will safely reach our Port.

Mr. Quinn: What is proposed with regard to a buying margin?

Mr. Irwin: With reference to the buying margin, Mr. Barnes said it was not his intention to fix a definite buying margin. I understand from what he said that he was going to put the country shipper largely on his honor and that he could not see that any fixed buying margin would or could be made applicable to the whole country.

Mr. Quinn: Am I to take it that the Grain Corporation is the sole judge of what is a reasonable margin?

Mr. Irwin: If complaint reaches the Zone Agent, he will investigate it and advise what he thinks is fair, or what should be done in the case. If dissatisfaction arises from such recommendation by the Zone Agent, it may be appealed to the Wheat Director, Mr. Barnes. We anticipate that you know what is a reasonable handling margin. We expect you to observe it and we want you to. If complaint reaches us, we can and must act.

A Dealer: Will permits come thru our Railroad Agent or will you wire us?

Mr. Irwin: It is to go back to a system in effect in the fall of 1917 and spring of 1918, of issuing the permit to the applicant. We issue them at once to him and at the same time advise the railroad.

Col. Groce: In applying for a permit, would it make any difference whether the wheat was sold or reconsigned? Would there be any discrimination?

Mr. Irwin: No difference.

A Dealer: What preparations have been made for permits to Interior Terminal markets, or points at which the Government has no Buying Agency; points like Indianapolis or Cincinnati?

Mr. Irwin: Local Control Committees. This can be handled substantially as last year's plan.

Mr. Quinn: Mr. Barnes said that all samples taken by country shippers must be kept for 60 days. Will this plan be followed causing the shipper to keep hundreds of samples in his office for such a length of time?

Mr. Irwin: No, I believe only samples of disputed grades will be required finally.

Mr. Swope: If the recommendation of the Zone Agent on a disputed sample is not satisfactory what action can be taken?

Mr. Irwin: Appeal to Mr. Barnes.

Dealer: Wheat in farmers' bins deteriorates, while a sample of damp wheat may dry out en route to Zone Agent's office. How can such a disputed grade be fairly settled?

Mr. Irwin: We wud take into full consideration such points. Besides there is nothing to compel you to take the farmers wet wheat unless it has been delivered to your elevator.

Mr. Groce: In shipping West or South will our permits be obtained in the same manner?

Mr. Irwin: Yes.

The old bugaboo of the shipper—the scoop shoveler—was brought up for discussion but Mr. Irwin said that no change had been made with reference to the policy of the wandering grain buyers.

C. J. Fowler, Boliver, O.: Then we will have to contend with these law-less free-lance scoop shovelers who travel about taking our business when it is good, paying better prices for the grain, because they have no expense of plant up keep?

Mr. Irwin: To have a right to buy he must have a license and when application for such license is made we investigate the need of such a buyer in that territory. You have always had this competition to contend with.

A Dealer: Scoop shovel competition comes when you buy on a big margin. Buy on a smaller margin and you will keep him out.

Fred Mayer: About blighted wheat—suppose a dispute arises as to grade and a sample is sent the zone agent, who recommends that the grain is worth 20c under market price, but when sent to a miller he will only buy it at 30c under. Who pays?

Mr. Irwin: I can't say.

Col. Groce: Mr. Irwin has given us a splendid speech of benefit to all present and I move a rising vote of thanks be given him. (All stood.)

"Pack Up Your Troubles in Your Old Kit Bag" was the appropriate song picked by Mr. Mayer in this instance.

### Live Issues.

Chas. Quinn, Sec'y of the Grain Dealers National Ass'n, gave an interesting talk on the "Live Issues of the Day." From his remarks we take the following:

It is a well known fact that shippers and carriers have been fighting over transportation problems for many years. Since the Railroad Administration has come in the carriers have been trying to put across things that they could not do when the trade was free to fight them. Henry L. Goemann is constantly working on these transportation problems, seeing that the grain trade rights are not violated. Order No. 15, the objectionable order on side track maintenance, we hope to do away with, as we have done with other undesirable, burdensome and stringent regulations.

The work on the new bill of lading commenced eight years ago. The old form was bad



for the shippers and we have fought it continually until now we have a B/L that is fair to the shipper, and includes a clause making the replacement value the value in case of loss in transit.

The 24" loading space ruling by the R. R. Administration is another thing that Mr. Goemann has been fighting. He claims that 36" from the roof is a proper distance to load cars in order to get a fair sample of the grain in the car. During the War, however, cars were ordered loaded closer to the roof in order to save car space. That was all right during the necessities of war times, but now that the war is over we want to go back to 30" or 36", but the R. R. Adm'n still holds that 24" is the proper distance. The new Market Survey Com'te made an investigation of the situation and recommended that in view of the new trier now being used that 24" is sufficient space. Mr. Goemann is still opposed to this, and is working to secure 30" regulation.

Another live issue that will come up squarely before you in the next few months is the question of the advisability of continuing the Bureau of Markets. Mr. Brand, the very able head of the Bureau of Markets, has resigned to return to private business. They are losing a very able leader and a strong director. The Kansas dealers are down on the grading that they have received during the past year and at their annual meeting two weeks ago by petition asked Congress to abolish the Bureau of Markets. They claim that the grading is no better than it was before, and besides, it is surrounded with a lot of red tape.

You all know that the National Grain Dealers Ass'n has been working for years to get uniform standard grades. The Ass'n at one time put out its own standards and they seemed acceptable to the trade as a whole, but competition in the various markets loosened up the grades and they failed. We then concluded that the Federal Government was the only agency to enforce such grades. Now that it has been adopted the West is rampant, they are striving to get back to the old basis of grading. If the Federal Grading is done away with, it means that twenty years' work on the part of the G. D. N. A. is lost. I am not going on record as saying that the Ass'n is or is not in favor of the Federal Grading. I can't say that until after the next meeting. But I can say for myself that the movement in the West is all wrong. Get together with the Gov't; don't fight it. I would rather have Federal than the Exchange Inspection. The old way was a failure; the new way remains to be given a fair trial. There are many things to override, for example, in Illinois the state constitution declares for state inspection and to establish Federal would be an infringement of state rights. Besides the inspectors are paid by the state and appointed by politicians.

In conclusion, Mr. Quinn spoke a few words of warning against the Non-Partisan League and pointed out where and how they were attempting to get a foothold in the state.

O. W. Cook presented the report of the Resolutions Com'te which was adopted as follows:

### Resolutions.

#### Ask Car Loading Space of 30 Inches Above Grain.

WHEREAS: The Federal Bureau of Markets has seen fit to recommend that cars for shelled corn be loaded to within twenty-four inches from the roof; and,

Whereas: It has been contended by competent Grain men and inspectors that the twenty-four inch space is inadequate for proper inspection of Corn so loaded; and,

Whereas: The fact is that the higher Corn is loaded above the lining of wooden cars, the greater the stress, and therefore, the greater tendency for bulging and leakage prevail; therefore be it

RESOLVED, That it is the desire of this Association that the above order be rescinded at the earliest possible moment, and one supplanting same be issued giving at least a space of thirty inches from the top of the Grain to the roof.

#### Owners of Elevators on Railroad Right of Way

##### Should Refuse to Sign.

WHEREAS: For many years it has been the custom and rule adopted by Railroads for the development of the Grain business and other industries, to grant leases (conforming to law) of their lands, to be used for sites for buildings and improvements which afford large freight revenue to the Railroads; and,

Whereas: The Interstate Commerce Commission has from time to time promulgated orders and rules intended to prevent discrimination and afford a fair rental revenue, under such leases; and,

Whereas: The Railroads are now seeking to impose unjust and burdensome terms in the renewal of old leases and in the execution of new lease contracts; therefore, be it

Resolved, That it is the sense of this Convention that Lessees should refuse to become a party to any lease contract, under the terms of which the Lessor is relieved from the operation of Common and Statutory Law provisions, through the requirements of the Lessor that the

Lessee assume all liability of damage by fire or personal injury and other causes committed by the Lessor, through negligence or otherwise.

**Free Business from Government Interference.**  
WHEREAS: It has been demonstrated that the efficient handling of Food Products of this country has been a gigantic undertaking and also a big factor in winning the world war; and,

Whereas, No other Industry has responded more readily nor suffered so greatly in doing its patriotic duty during the awful conflict than has the Grain Trade, which has given up many of its best men in battle, and many to the loyal support of the Federal Administration; sacrificing their lives and their business interests; therefore, be it

Resolved, That we endorse the following resolution recently passed by the Chamber of Commerce of the United States:

"That the very essence of civilization is that there be placed upon the individual only that degree of restraint which shall prevent his encroachment upon the rights of others, thus releasing to the utmost individual initiative in every proper direction. Our form of government most effectively expresses and maintains this principle. Within our basic law exists ample provision for such changes as may from time to time be necessary to safeguard our people. It is therefore essential that our government should scrupulously refrain from entering any of the fields of transportation, communication, industry and commerce, or any phase of business when it can be successfully undertaken and conducted by private enterprise. Any tendency of government to enter such fields should be carefully weighed in the light of its possible effect upon the very genius of our institutions."

And Be it further Resolved, That it is our judgment that it would be to the best interest of producers and shippers of Grain if the Government would return the Railroads to private Ownership as soon as possible.

#### Endorse Good Roads.

Resolved, That we heartily endorse the good road movement; that we spare no time in advocating the necessity and value of this "aid to commerce" will give us toward the solution of Transportation problems and the further development of our Country.

#### Wheat Grading Conferences.

Whereas, The Wheat grading and marketing conferences under the auspices of The Ohio State University, College of Agriculture, Department of Farm Crops, has helped greatly to bring about a better understanding and more friendly feeling between the wheat producers and buyers;

RESOLVED, That we hereby extend to that Organization and the gentlemen in charge of the movement, our thanks and sincere appreciation.

#### Trade Acceptances.

RESOLVED, That it is the sense of this Convention that the Trade Acceptance Plan of conducting a retail business be recommended to all of our members and that the Secretary be instructed to bulletin the members from time to time on this question.

#### To Grade Wheat Carefully.

WHEREAS: It is the desire of the Food Administration Grain Corporation that "the Dealer shall use his best and honest judgment to determine the proper grade and dockage under the Federal Standards on all Wheat bought by him from the producer and shall pay therefor, the proper price based on such determination of grade and dockage;" and therefore, be it

Resolved, That it is the sense of this Association that we comply as closely as possible with the above request by grading carefully and equitably Wheat tendered us by producers with the end in view that in so doing we may be able to not only give the Farmer full value for his Wheat, but that we may conserve for ourselves a reasonable margin by buying on grade.

#### Praise for Our Heroes.

WHEREAS: Many men of our Great Commonwealth have loyally responded to the Colors during the War; men through whose bravery and daring we have seen the genuine material out of which true Americans are made, and to whom falls in no small degree the honor of helping to win the War with Peace and Victory; and,

Whereas: These men have given the best in them through sacrifice of industry, home and life-blood; therefore, be it

Resolved, That to those who have safely returned we give thanks and praise; to those who have made the supreme sacrifice, we express our profound sorrow, knowing that their past deeds shall remain as immortal tributes to their bravery and courage shown on the Battlefield.

#### Thanks.

Resolved, That we hereby extend to the Cleveland Grain Dealers, other business men, who have so royally entertained us, our thanks and appreciation.

#### Thanks for Services.

WHEREAS: It is cognizant among our members that our President, C. M. Elkenberry; our Secretary, J. W. McCord, and the Chairman of our Traffic Committee, H. L. Goemann, as well as other Committeemen of our Association; Julius H. Barnes, United States Wheat Director; H. D. Irwin, 2nd Vice-Pres, Grain Cor-

poration; P. E. Goodrich, President of the Grain Dealers National Association; Chas. Quinn, Secretary of the Grain Dealers National Association; Chas. J. Brand, Chief of Federal Bureau of Markets, and others, have guarded with a high degree of vigilance their respective posts during the past fiscal year; that many of these men have given both time and labor without thought of remuneration in order that they might properly execute the augmented duties which have fallen to them by virtue of Office; and therefore, be it

Resolved, That the above named gentlemen be tendered unanimously our sincere thanks and appreciation for their services rendered the Grain fraternity of this State during the past year.

### ELECTION OF OFFICERS.

The following officers were elected for the coming year: O. W. Cook, Columbus, president; S. B. Swope, Armada, vice-president; J. W. McCord, Columbus, secretary and treasurer. The following men were elected to the governing board: Fred Mayer, Toledo; J. W. Simmons, Sidney; E. O. Teegarden, Duval.

Adjourned sine die.

### Convention Notes.

Eric, Pa., had one representative—Maurice Dryfoose.

Indianapolis was represented by P. M. Gale and C. W. Urmston.

From Cincinnati came Chas. G. Hagerty, A. C. Gale, C. S. Custer and W. G. Stueve.

F. R. Sowers, Secretary of the Grain and Hay Exchange was at the registration table.

H. J. Mayer of Chicago and W. F. Morgan of Des Moines, Ia., were the long distance guests.

H. F. Prue, Federal Grain Supervisor of the U. S. Department of Agriculture, Bureau of Markets was among those present.

Ohio millers present included: A. H. Recksteiner, L. G. Bradstock, W. F. Heffner, H. F. Conwell, J. S. Green and Secy. F. H. Tanner.

Pittsburgh receivers were Wm. McKnight of Taylor & Bournique Co.; J. A. A. Geidel and William Leubin of Geidel & Leubin; R. A. Sheets, of R. S. McCogee.

Some of the ladies present were: Mesdames J. W. McCord, Columbus; B. F. Turner, Avery; C. H. Rogers, Sullivan; C. G. Ritzler, Chas. G. Hagerty and Fred Mayer of Toledo.

Baltimore shippers were represented by Oscar M. Gibson, of C. P. Blackburn & Co.; E. H. Beer, of Chas. England & Co.; E. F. Richards, of John T. Fahey & Co.; and G. A. Hax, of G. A. Hax & Co.



O. W. Cook, Columbus, O., Pres.-elect.



Buffalo receivers included: C. M. Kennedy, of Chas. Kennedy & Co.; Milton Crowe, H. C. Shaw, of Taylor & Bournique Co.; E. E. McConnell and I. W. McConnell, of McConnell Grain Corp.; Thomas H. Jenkins, of Smith-Jenkins Corporation; F. J. Maurer, F. J. Schonhart and C. A. Bartow, of Electric Grain Elevator Co.

Toledo receivers present were: C. E. Patterson, John Wickenhiser & Co.; Geo. Beatty, George W. Churchman, Wm. W. Cummings and Fred Mayer, of J. F. Zahm & Co.; Wm. H. Annin, J. L. Doering, Southworth & Co.

The program was interspersed with patriotic and popular songs led by Fred (Woodrow Wilson) Mayer, assisted by trained voices from other parts, accompanied by Billie Cummings at the piano and O. W. Cook on the violin.

Machinery and Insurance men: A. S. Garman, Akron, representing Huntley Mfg. Co.; N. C. Webster and H. E. Broome, Richardson Scale Co.; M. J. Young, Philip Smith Mfg. Co.; J. W. Just, Millers Nat'l Insurance Co.; C. O. Garver, Grain Dealers Fire Ins. Co., Columbus.

The ladies and children were not neglected for a minute. A pleasant auto ride was provided for them each day of the convention and one day they were guests for luncheon at the Cleveland Yacht Club, while the other day they dined at the Athletic Club.

WEDNESDAY evening a banquet followed by a thoroughly enjoyable entertainment, was tendered in honor of the visiting grain men and their wives in the Roof Garden of the Statler Hotel. Numbers on the program included singing, recitations and monologues, and the day came to close with everyone singing "A Perfect Day."

SOUVENIRS: Taylor & Bournique, pencils; J. F. John & Co., handsome pocket sewing set containing thread, needles and thimble, enclosed in nickel case; match boxes, Cleveland Grains-Drying Co.; pencils, Big Four Elvtr. Co., and Henry W. Brown & Co.; fans, very much needed, by Union Elevator Co.; post cards, Richardson Scale Co.; Chinese face puzzle, Southworth & Co.; thimbles and whirling hands, Cleveland Grain Co.

Among Ohio shippers in attendance were: C. O. Barnhouse, Agosta; A. S. Castleman, Okolona; O. M. Clark, Cable; O. W. Carahoff, West Mansfield; Rea Chenoweth, London; E. Milton Crowe, Piqua; E. T. Custerborder, Sidney; H. G. Dehring, Curtice; John F. Deckard, Lexington; L. W. Dewey, Blanchester; L. F. Garling, De Graft; W. B. Gramlich, Kenton; Chas. Gramhausen, New Bremen; C. E. Groce, Circleville; R. W. Graham, Mark Center; D. E. Horn, Greenville; L. E. Hiegel, Versailles; A. E. Houston, Canal Winchester; O. P. Hall, Greenville; Harry W. Heffner, Circleville; W. H. Hill, Jenera; L. F. Hammond, Florida; F. L. Heim, Worcester; J. F. Libby, Tiro; C. S. Latchaw, Defiance; C. F. Miller, Circleville; Wm. Meyers, Lockbourne; H. A. Morris, Sidney; Guy, P. Marvin, Findley; W. A. Nisonger, Quincy; A. V. Perrill, Xenia; N. A. Richards, Courtland; S. L. Rice, Metamora; D. R. Risser, Vaughnsville; C. G. Ritzler, Green Camp; John Ruffing, Marion; J. A. Ruff, Elmira; C. H. Rogers, Sullivan; M. A. Silver, West Jefferson; Omer Snyder, Tremont; Robert B. Snow, Circleville; D. C. Shepard, Medina; J. W. Simmons, Pemberton; Edw. Stritmatter, Portsmouth; O. J. Stierwalt, Fremont; S. B. Swope, Amanda; F. C. Troxel, Apple Creek; C. H. Clark, Mt. Sterling; J. M. Graham, Orient; E. O. Tegarden, Duval; B. F. Turner, Avery; W. E. Tuttle, Springfield; O. L. Todd, McComb; and M. Yoder, Cedarville; C. J. Fry, Old Fort; L. G. Shanley, Pemberton; W. C. Foote, Wellington; A. Weidinger, Mt. Sterling; A. M. Dougherty, Derby; A. A. Cunningham, Tiffin; Emory Thierwachter and Edgar Thierwachter, Oak Harbor.

## Sacked Wheat Premium 4½ Cents.

A premium of 4½c per bushel for sacked wheat was agreed upon by representatives of Pacific Coast grain dealers and the Grain Corporation at the recent conference in New York, effective July 1.

It is that this premium will be as satisfactory to farmers as the 9c differential which applied on the 1918 crop on account of the lowering of the price of grain bags. Bags are now 14 and 15 cents as against 25 and 30 cents last year.

## Handling Rye Mixed Wheat.

BY CAL.

In traveling thousands of miles thru the wheat fields of Oklahoma and Kansas this spring, practically every wheat field has shown a mixture of growing wheat and rye, which must cause considerable trouble to the grain dealers who handle the crop. Few fields are free from rye and an occasional field presents the appearance of being half rye. Fields containing 3% to 6% of rye are common.

Rye in wheat is quite objectionable from the miller's standpoint. Millers do not protest against rye mixtures just because it offers them an excuse to discount the wheat. They would much prefer to pay the top price for rye free wheat than to take the mixtures at the discounts. No matter how much they discount the price it is impossible to remove the rye before the grain goes to the rolls; and it is equally impossible to eliminate from the flour the black specks which represent the ground rye kernels.

In former times, when flour was sold by haphazard methods and the smooth tongue of the salesman could induce the baker to take the product anyway, it may not have made so much difference; but today flour quality is judged by its performance and appearance under the careful scientific tests of a flour chemist. No miller can afford to run the risk of having a car of flour rejected in some distant market because it fails to measure up to the guaranty under which it was sold.

The Federal Standards for wheat provide that wheat of a given grade may contain not more than a certain percentage of other cereal grains, which may include rye. Assuming that none of the other permissible cereal grains are present, wheat of No. 1 grade may contain not more than 1% of rye; No. 2, 2%; No. 3, 3%; No. 4, 5%; and No. 5, 7%. More than 7% of rye makes the wheat "sample"; and if there be more than 10% of rye present the mixture cannot be classed as wheat but must be called "Mixed Grains."

Applying the Standards to a given sample of wheat that contains 3% of rye, but which is otherwise good enough to grade No. 1, it is found that a grade of No. 3 must be placed upon it solely because of the rye present.

If weather conditions permit the wheat of Oklahoma and Kansas to mature properly, and to be harvested and threshed without damage, there will be thousands of bushels of this wheat forced into the No. 3 grade, and lower, because it contains rye. The quality of the wheat itself will be good enough to place it in the No. 1 grade, but the rye will prevent the issuance of a No. 1 certificate on it.

Rye will force country dealers to sell much wheat at the discounts prescribed for the lower grades. To protect themselves dealers must apply the same grades and discounts when they buy from the farmer. In the past, when a good car of No. 3 wheat would bring only 1c less than the No. 2 price its failure to grade might not have been such a serious matter. But under the present scale of discounts, when No. 3 is worth 9c less than the basic No. 1 price, the 3% of rye that the dealer thinks "won't make any difference" may wipe out his profit in the deal. To the country shipper whose farmers have rye in their wheat, rye is the most important thing in the world.

Few COUNTRY dealers are equipped to determine accurately the percentage of rye present in a sample of wheat. The determination is made on the basis of weight. A given quantity of the wheat containing the rye is weighed and the grains of rye are picked out and weighed separately to learn the percentage. Thus, if 100 grams of the sample are taken for the rye determination, a weight of rye equal to 6 grams will represent 6%, and will mean that the wheat is No. 5, no matter how good it may be in other respects.

As it is impracticable to separate the grains of rye from a very large portion of the sam-

ple, it is necessary that the weights be taken over a scale of extreme delicacy, preferably a Torsion balance. The ordinary tester kettle and beam cannot be used for this purpose, altho some of the scales used for weighing samples for the moisture tester will give accurate results.

The dealer who does not have a scale of sufficient accuracy for determining the percentage of rye is in a rather serious predicament. One way out is to buy a scale, but an accurate scale may cost too much for the average shipper. He then has recourse only to a counting of the grains. This will not be accurate, but it will be better than nothing.

To do the counting, take a portion of the sample by spreading the whole thinly upon a table or other flat surface and then dividing it into small squares with the sharp edge of a ruler. Endeavor to have about 100 grains in each small portion thus divided. Count the number of grains of wheat and rye in one portion; then count the number of grains of rye alone. Try two or three of the portions to get an average. If each portion has just 100 grains in it, and if 6 of those grains are rye, it would mean that approximately 6% of the sample is rye by count.

As the average grain of rye does not weigh as much as the average grain of wheat the counting method will not give results that will check accurately with the work of a licensed inspector. In all probability the counting method will show a higher percentage of rye than will be shown by weight. However, by counting the grains in the manner outlined the dealer can get an idea of the true grade of the wheat, and if he will compare his determinations with the inspector's analysis on a few cars he can keep his grading nearer correct, and can at the same time protect himself against immense losses.

To know that a sample contains a given percentage of rye, sufficient to cause it to grade Sample or Mixed Grains, does not do the dealer much good unless he knows also what discount to apply in buying it so that he will be protected in re-selling. The scale of discounts in use by the Grain Corporation does not apply on Sample wheat, and some other scale must be used on such grain by the dealer.

One shipper has hit upon the following method: After discounting for the grade of the wheat if it were free from rye he deducts an additional cent for each percent of rye present. Thus, if wheat containing 8% of rye would grade No. 3 without the rye he determines his bid by discounting the basic price 9c on account of the No. 3 grade and an additional 8c because of the 8% of rye. This makes a total deduction of 17c from the basic price.

That this method is approximately correct was shown by a comparison of pure wheat and pure rye prices on a recent day. At that time wheat was worth about \$2.50 and rye \$1.50 in a certain market. If a portion of the wheat had been mixed with rye so that it was 50% rye the discount on the basis outlined would have been 50c, making it worth \$2. By adding still more rye, so that 99% was rye and 1% wheat the discount would have been 99c, making a price of \$1.51, or just one cent above the pure rye price; and as the sample would then have lacked just 1% of being pure rye it follows that the discount of 1c for each percent of rye is very nearly correct. But, every country dealer will have to equip himself with all of the facts if he is to succeed in convincing all of his farmer patrons of the fairness of his discount of 30c when they bring in perfect wheat that carries 30% of rye.

OPPOSITION to the proposed sale of British tonnage owned by the International Mercantile Marine has developed in the American International Corporation, the largest shareholder and an effort will be made to defeat the sale.



### Buyer's Duty to Object to Delivery of Poor Grain on Contract.

G. W. Wright, grain buyer at Valley Springs, S. D., lost his suit against a farmer, Arnold Dubbelde, when the Supreme Court, May 13, 1919, reversed the decision of the circuit court of Minnehaha County.

Dubbelde contracted to deliver 2,000 bus. of corn of specified grades, and Wright resold at Minneapolis. Before the contract time expired Dubbelde hauled in 2,000 bus. of corn of inferior quality and Wright took it into his house.

The lower court had charged the jury that the burden of proof was upon defendants to show, by a preponderance of the evidence, that the corn they delivered was accepted by plaintiff as a compliance with the terms of the contract in question. This instruction was excepted to by defendants, and, in the opinion of the Supreme Court, the exception is well taken. That a quantity of corn was delivered is admitted by plaintiff. That it was not of the quality called for by the contract and was not accepted by him in fulfillment of the terms of the contract is the very essence of plaintiff's cause of action, and it devolved upon him to prove these facts by a preponderance of the evidence.

The evidence on this question was such that different minds might have reached different conclusions, and, where the evidence

is evenly balanced, the verdict must go against the party having the burden of proof. The burden of proof to show that the corn was delivered by defendants was not delivered in performance of the terms of the contract was upon the plaintiff, and, had the jury been properly instructed, the verdict might have been for the defendants.

It does not appear that plaintiff objected to the corn that was received from defendants at the time of the delivery, because of its inferior grade, or that he informed defendants that it was not being accepted as a performance of the terms of the contract. Unless plaintiff made it clear to defendants at the time the corn was delivered that it was not received under the terms of the contract, then his acceptance thereof was conclusive as against him, and he is not entitled to recover.

The judgment appealed from is reversed.—*172 N. W. 500.*

To be released from his Minneapolis contract Wright had to pay \$1,350, and he asked for this and \$40 profit he would have made, showing how costly it is not to have a definite understanding at the time of delivery.

OMAHA, NEB.—Charles T. Neal, vice-president of the Grain Corporation here in 1917 and 1918, but more recently supervisor for that body at Hamburg, Germany, has been transferred to the London office.

### Written Contract Not Changed Oral Testimony.

The P. D. Boyce Mercantile Co., Morley, Mo., contracted to deliver 5,000 bus. of corn to the Marshall Hall Grain Co., St. Louis, Mo., but failed to do so and the buyer lost in the corn in the open market and brought suit to recover the loss.

The defense was that the contract was not signed; and that it was the understanding of the parties that the contract was not to be in force unless the defendant seller could get cars from the railroad company.

The contract was not signed, but a copy of it was returned unsigned and accompanied by a letter signed assenting to its terms. The court held that as the letter referred to the contract it filled the requirements of a written acknowledgment, saying: "To constitute a contract sufficient under the statute of frauds, it is enough that a memorandum of the sale of the merchandise must contain all the material terms and conditions of the contract made and signed by the party sought to be charged. *Arky v. Commission Co.*, 185 Mo. App. 241, 170 S. W. 353. And a letter or a telegram signed by a party sought to be charged, which either sets forth the terms agreed upon or refers to a memorandum which does set it forth, is sufficient to satisfy the statute. *Donovan v. Brewing Co.*



Bulging Warehouse and Wrecked Concrete Elevator of Smith Parry & Co.'s Feed Factory at Milwaukee, Wis. [See Pages 1097 and 1098.]



92 Mo. App. 341, 349; Smith on Law of Fraud, § 381."

With regard to the omission of the clause on failure to get cars the court said: "There is no contention but what such omission could have readily been discovered if the contract had been read, and there is no reason given for a failure to read the terms of the agreement they were assenting to and making, other than the fact that they wished to expedite the closing of the deal. There is no charge of the mistake being procured by any fraudulent design, concealment, or manipulation by the plaintiff. The law is well settled in this state that one who signs a contract is presumed to know and understand its terms, and a mere failure to read or inform himself of the terms, in the absence of fraud, is no defense. *Deming Investment Co. v. Wasson*, 192 S. W. 764."—211 S. W. Rep. 726.

## Explosion Due to Inadequate Dust Collection.

After a month of inquiry aided by United States government dust explosion investigators the coroner's jury gave a verdict that the explosion whereby three men lost their lives in the grain elevator of Smith, Parry & Co., at Milwaukee, Wis., "might have been prevented had the plant been equipped with an exhaust system and certain guards on all motors from which sparks might ignite dust floating in the air."

No testimony was presented to show the source of the blast, and the jury reported the cause unknown and failed to fix the responsibility.

August Wedelstadt, one of the men in-

jured in the explosion, testified that the fire started first, but that he heard no explosion. A brief statement of other facts appears on page 1026 of the journal for June 10. Reproduced herewith are photographs of the wrecked elevator.

The firm of Smith, Parry & Co. was incorporated in 1912, with \$10,000 capital stock and reorganized in 1914. F. R. Morris, of grain drier fame, now deceased, was president and T. W. Parry, sec'y treas. E. F. Morris is superintendent.

The plant was completed in the winter of 1917 and had a capacity of 100,000 bus. It was operated, not as a terminal grain elevator, but as a poultry and dairy feed factory. The lack of damage to surrounding property was due to its suburban location near the tracks of the C. & N. W. Ry.



Wrecked Roof of Elevator and Bulging Warehouse Damaged by Explosion May 20 in Feed Factory of Smith Parry & Co. at Milwaukee, Wis. [See pages 1096 and 1098.]



# Traffic League Gets Results

A special meeting of the National Industrial Traffic League was held at Hotel Pfister, Milwaukee, Wis., June 11 to 13, the program containing more than the usual number of topics of interest to grain shippers.

Pres. G. M. Freer, of Cincinnati was absent, and J. M. Belleville of Pittsburgh acted as chairman. Mr. Bruce of the Milwaukee Chamber of Commerce welcomed the visitors, and the announcement of the program committee was made by Mr. Barry also of Milwaukee.

F. T. Bentley, Chicago, Chairman of the Bill of Lading Committee was the first speaker. Among other things he said:

"I found on a visit to Washington on the 20th of May that the Railroad Administration and the Railroad Corporations were taking exceptions to some of the clauses of the B/L as given in the commission's order effective August 8, and since that time they have filed a formal request with the Interstate Commerce Commission to open the case for re-argument. They have also taken exception to the wiping out of the specific statement that the basis for a claim shall be the invoice value at the time and place of shipment.

"In regard to the various questions about the use of old forms and all that, the Commission practically took the position that that was a matter for the railroads to settle; that they would not pass on it.

"In regard to the carriers failing to pay loss and damage claims within the statutory period of two years and one month, declining on the ground that it is illegal: I strongly advocated that there should be an additional clause placed on that portion of the B/L, stating that where a claim had been properly filed, that the statute limitations of two years and one month should not run from the usual time specified, but for that period of time after the claim had been declined."

Herman Mueller, Lansing, Mich.: "I presume that you are aware that a complaint has been filed very recently with the Interstate Commerce Commission attacking the two year and one day clause in the B/L. This complaint was filed by Walter McCormick of Chicago, on behalf of the Becker Packing Co. of Mason City, Ia. The case will come to a hearing and a decision before the Interstate Commerce Commission."

Max Thelen: "It is the view of the Division of Public Service that if there is some way in which the period of time for the payment of those claims can be extended, it ought to be done and the matter has come before the staff and is now in Mr. Hines' hands.

"We have been served with formal notice by some of the railroad corporations to the effect that if we pay any claim over two years and one day that we do so at our peril and that they will put in a claim against the government later by reason of such payments."

The report of the B/L Committee then was presented by Mr. Bentley, as follows:

## Report of B/L Committee.

About the only important point which the League failed to secure in the new bill was that of notification of the shipper promptly by the carrier in case of loss of goods en route, or failure to deliver it at destination, owing either to refusal by the consignee, or due to the fact that the consignee could not be located.

Among the important changes which the League advocated which have been incorporated within the new bill is the:

Elimination of the difference in elevator weights:

The clarification as to the carriers' liability from fire:

The clarification of the carriers' responsibility due to riots and strikes:

Elimination of the special exemptions from liability on open car freight:

The wiping out of the invoice value at time and place of shipment as the basis for claims, and the substitution of the full liability as covered by the Cummins' Amendment to the Act;

The clarification of the carriers' responsibility to receive from or deliver on private or other sidings;

The addition of the "Without Recourse" Clause on the face of the B/L, which when signed by the shipper, becomes notice to the carrier that all charges must be collected from the consignee and preventing the carrier, in event of such failure, from billing on the shipper for the claimed amount;

The change, that freight held in transit for reconignment is only under the warehouseman's risk of the carrier, is more favorable to the carrier than the old bill;

The wiping out of the "Water Clause" and the placing of water carrier, when a part of the through rail and water route, under the same liabilities as the rail route, is a distinct advantage to the public.

Your Chairman was in Washington the latter part of May and called upon both the Railroad Administration and the Interstate Commerce Commission for the purpose of clarifying certain points apparently overlooked in the Order. He found that the Railroad Administration and representatives of the Railroad Corporations were not entirely satisfied with the new bill and expected to request modification of the bill as it now stands in several particulars; and it was thought by the Railroad Administration that some delay might be expected in getting the B/L into use on Aug. 8th as ordered.

I placed before the Commission the fact that the Order did not prescribe the width or length nor did it say anything about the color scheme, as now in use; I am in receipt of a letter from Secretary McGinty, under date of May 22nd (his File 368076) that it would seem permissible

for shippers to use any color or size B/L that would be acceptable to the carriers.

I raised the question as to whether it would be proper in the "Without Recourse" Clause on the face of the Bill to print the name of the company with a blank space for the initials, name of the individual to be signed below it; it was unofficially stated that no objections were apparent, but I have no written ruling on the subject.

I also raised the question as to whether it would be proper for the shipper to print on a B/L "To order" and "Notify" on such bills; he wanted for that class of shipment. We also unofficially advised there was apparently no objection, although I have nothing authoritative regarding this.

Another question raised was whether or not in case a shipper ran out of old stock of bills before Aug. 8th, if it would be proper to print the new bill and use a stamp on the face of the old bill stating that "This Bill is subject to the conditions of the B/L now in use and filed by the carriers with the Commission". The unofficial ruling on this was that it would not be proper and that the shippers should get more of the old bills printed to carry them until the new one became effective.

I then raised the question as to whether or not it would be proper, in order to use up the stock after Aug. 8th, to put a stamp substantially as follows on the old bills, "This B/L is hereby modified and made subject to all the terms and conditions of the uniform B/L as ordered to be put into effect on Aug. 8, 1919, in line with the Interstate Commerce Commission Order No. 4844 and as lawfully placed on file by the carriers with the Interstate Commerce Commission". In response to this inquiry Secretary McGinty, under date of May 22nd (his File 368076) writes: "It seems inadvisable for the Commission at this time to express any opinion upon the propriety of using a rubber stamp upon the present supply of B/L."

Robert C. Wright, Assistant to the Director of the Division of Traffic, under date of May 22nd



Wreckage in Interior of Feed Mill of Smith Parry & Co., at Milwaukee, Wis. [See Page 1097.]



22nd announced that the Railroad Administration will arrange to accept the present form of B/L on and after Aug. 8th by either the stamping or printing of a clause thereon setting forth the fact that the shipment is governed by the terms of the new form. Mr. Wright advises that as soon as the clause has been prepared proper announcement will be made.

I brought to the attention of the Railroad Administration that it would be necessary for the carriers to adopt some notation on their Way-Bills to convey the "Without Recourse" Clause to the receiving agent so that that agent would know the exact status under which the shipments were to be transported.

The second paragraph of Section No. 2 provides that suits for loss, damage or delay shall be instituted only within two years and one day after delivery of the property, or in case of failure to make delivery, then within two years and one day after a reasonable time for delivery has elapsed. Complaints are being received that some of the carriers are apparently delaying settlement of this class of claims after suit period has elapsed and then decline same on the ground that they are stopped by law from paying them. I also advocated to the Commission that an additional paragraph should be added to the above to the effect that when loss or damage claims have been properly filed with the carrier, the Statute of Limitations shall run for two years and one day from the time the carriers decline the claim, so as to prevent utilization of this clause to stop the collection of just claims.

At this writing I have had no reply from the Railroad Administration to my letter to them.

On motion of Mr. Bentley, the report of the B/L Com'ite was accepted.

A. W. McLaren, speaking of General Order No. 15 and Sup. 1, covering side track leases, said:

## Side Track Agreements.

"There is no great necessity of having any long investigation of these sidetrack agreements. Right on the face of them, they show what they are and all you have to do is to take a good one and a bad one and decide that the good one is the kind that shall be given to everybody, because everybody should have one that is fair and any kind that is being forced on us now, is not fair and I do not think anybody will ever stand up and be able to maintain that the present agreements that are being forced upon the users of sidetracks are fair.

"But there is no use in letting the members of the League go out and fight the battle alone. The way they do now, they notify a man that he has got to sign an agreement right away or vacate the property, or they will take up their tracks. We are busy all the time advising the members what to do. I don't think any tracks have been taken out, in fact, we are sorry some of them have not been taken up, because we think the State Commission would get the track put back, one of them in particular."

Mr. McLaren then asked for suggestions from the League in getting the matter settled satisfactorily, in answer to a question by Mr. Darnell, saying that there is no standard form of the United States Railroad Administration.

Mr. Darnell: "No, I know, but I mean the so-called standard of the railroad."

"Every railroad has its own standard form," said Mr. McLaren, "and there is no form of the Administration. I don't think there are over one or two railroads that possibly have the same form; and the same railroad now, and every time it issues a sidetrack agreement, issues a new form and makes it a little stronger than it was before."

In the discussion of the report of the Com'ite on Railroad Leases and Side Track Agreements, Mr. Burchmore said: "I had this matter up with the Railroad Administration, almost the entire period of last year and I am perfectly satisfied that you will never obtain from the Railroad Administration, a satisfactory form of liability clause. H. H. Taylor has that in charge and Mr. Taylor himself is absolutely and unalterably opposed, and I am satisfied that the Director General is too, to any liability clause that does not place the entire liability on the sidetrack user. They will never give you a clause that is satisfactory."

F. B. Montgomery, discussing the scope of the movement that was to include securing a fair liability clause made the following mo-

tion: "That it is the sense of this meeting that the Side Track Agreement Com'ite be given authority to act in accordance with the advice of counsel along whatever lines are necessary to provide the proper side track agreements, and particularly as to the liability clause." Motion carried.

At the banquet held Wednesday evening, H. C. Barlow, chairman of the Executive Com'ite and Traffic Director of the Chicago Ass'n of Commerce, presided as toastmaster. He introduced Max Thelen, director of public service. Mr. Thelen stated that his department was expected to straighten out every sort of entanglement from divorce to the fixing of chorus girls' salaries. Taking up the matter of overcharge claims, he said:

"As far as overcharge claims are concerned, the number of those claims over 90 days old has diminished from 74,000 on January 31 to 56,000, I think it is, on March 31st, a falling off of 18,000, or 25% in that short time.

"As far as the loss and damage claims are concerned, the total number of those claims unsettled in the one month of April, fell something like 80,000, or ten per cent, whereas, the total number of those unsettled which were four months old, fell 15% and that was really before this campaign that we have instituted, got well on the way, so that I am pretty optimistic there, too. I am confident that with the continuation of that campaign which has been started, and which is now in full effect, that you will find in the course of the next few months that that claim situation will have to be restored to normal, if not better than normal." (Applause).

Speaking of General Order No. 15 and the liability clause, Mr. Thelen said: "I think that when you remember that the spirit which animates the Railroad Administration today, is entirely different from the spirit which animated the Railroad Administration just a few months ago, you may believe that there is a reasonable prospect for at least some relief with reference to this general order and with reference to these various forms of contract." (Applause).

## Average Agreement.

A letter from Charles Rippin, St. Louis, was submitted by E. F. Lacey, Asst. Sec'y, written to Director Chambers after a conference with him in Washington: "In all of our discussion with you, your assistant, Mr. Wright, and Chairman Hodges of the American Railway Ass'n concerning the restoration of the pre-war basis of demurrage rates, we have asked that the average agreement be made joint and interchangeable on in-bound and out-bound cars. I have explained that this is the only way the average agreement would be helpful to grain elevator operators, because of the detention of cars so far as they are concerned on in-bound cars being due to a rush of business, bunching of cars by the carriers, etc. and the out-bound credits are, therefore, needed in order to help out the disabilities which are inevitably met with on the in-bound loads.

"I now desire to call your attention to letters attached from the Mason Hawpe Grain Co., operating the Belt Elevator in East St. Louis; the Pendleton Grain Co., operating the Mississippi Valley Elevator in St. Louis; J. H. Teasdale Commission Co., operating the Central "B" Elevator in St. Louis; the Marshall Hall Grain Co., operating the Burlington Elevator in St. Louis; Powell & O'Rourke Grain Co., operating the Brooklyn Street Elevator, St. Louis; also letter from Wm. D. Orthwein Grain Co., operating the Victoria Elevator, in which they explain how they are put to a further disadvantage by a failure to include the loading and unloading operations in one average agreement, owing to the manner in which the Grain Corporation orders cars to be loaded, disregarding the situation of the elevator with reference to in-bound cars awaiting unloading at such times as the orders to load are given.

"Desire to call your particular attention to Mr. Teasdale's letter regarding the 500,000

bus. he was required to load by the Food Administration without being permitted to do any unloading during the week, so the demurrage was necessarily forced upon him, on those 200 cars which were detained in the yards, account his giving his attention exclusively to loading cars upon orders from the Grain Corporation. With these facts before you, I think you should reconsider this matter and apply the average agreement on in and out-bound loads jointly. I do not think the shipping public is going to be satisfied with this and the probable result will be that orders will be given by the membership of the League to file complaint with the Interstate Commerce Commission rather than to submit to this violation of the original principle of the average agreement for all time. Will you kindly let me hear from you in regard to this?

"P. S. Referring to my numerous wires regarding the establishment of the reduced rates which you announced in letter dated April 10, these rates having been agreed upon between Mr. Hodges' Com'ite and ourselves as far back as last February. I wired you again on June 2 as follows:

"In view of decision to establish permit system, we can not see how more empties will be absorbed for grain than can be handled at market points and ports. Think you should now put in rates demurrage agreed upon without further delay."

"I must say that the manner in which this has been handled by the Railroad Administration is not calculated to inspire confidence. You stand before the membership of the League as having failed thus far to carry out your agreement. I hope you will be good enuf to let me have an answer in regard to both of these matters by wire promptly after receipt of this letter."

Mr. Lacey: "Mr. Rippin promised to let me know as soon as he heard from Mr. Chambers. He has heard nothing, at least, I have received no wire, so I assume that means he has not received any reply from Mr. Chambers in regard to the new demurrage rates taking effect."

"Mr. Chairman," said the Assistant Secretary, "Mr. Rippin stated that the whole trouble is that Mr. Hines is fearful that when the new grain crop begins to move, that our large surplus of cars, which, by the way, was 305,000 a week ago, will be used up and there will be great car shortage and he was fearful that the \$3.00 demurrage rate would not release the equipment promptly and, therefore, he favored the continuance of the \$3 rate."

On Chairman Belleville's saying that he would like to dispose of the question, Mr. Robinson said: "Mr. Chairman, it seems to me that the Director General has a very effective weapon in the situation. They are already arranging for the permit system in the movement of grain. The embargo is another effective weapon for the industry, or the situation where the cars are not being released, and it seems to me that there are many, many conditions thruout this country that are not within the control of the people who have to pay these bills and that we ought to get some relief."

The report of the Freight Claims Com'ite on Standard Forms for Claims was presented by J. M. Belleville, chairman:

## Forms for Freight Claims.

"Your Com'ite has received from the membership of the League some 15 or 20 suggested forms, all of which are claimed by their makers to be far superior to the standard form which is now in use and our experience in this connection justifies the belief that it would be an utter impossibility to prepare a form which would exactly suit all parties interested. We believe that the present form is probably well adapted to the use of all but a small minority of our membership, and we believe that it is useless to endeavor, thru the Administration, to secure the adoption of an amended form.

"Unfortunately, in sending out to our members sample standard blanks, blanks were used



which had a large amount of printing, which was in the way of instructions, on the back of the blank. This does not at all belong to the standard blank and the League never agreed to any blank which was so decorated on the back, the addition being made by the railroads who printed the blanks as a matter of instruction to the public, but our members in having blanks printed are not obliged to have anything whatever shown on the back of the blank. Manager Howard advised that he was willing to have a conference upon the question if desired by this League."

Referring to Mr. Belleville's statement that he did not think this conference would be productive of any good results, whatever, R. D. Sangster, vice-pres., said: "Mr. Belleville, in that connection, I have had one or two inquiries from members asking us as to the justification on the part of railroad agents in rejecting claims when not presented on the so-called standard forms approved by the Interstate Commerce Commission, and I have answered those communications to the effect that I understood Mr. Howard had privately and publicly said, altho he has not issued any instructions to that effect to agents, that claims would be received from shippers when accompanied by their individual forms or any form that carried all the necessary supporting information. Am I correct?"

Mr. Belleville: "No, I don't think he went that far. He said that blanks which were being used and of which the claimant had a stock, could be used until they were used up, but after that they must be in conformity to the standard blanks."

Vice-President: Well, it is just a mooted question as to when a man's stock of forms has become exhausted?

Mr. Belleville: Yes.

Vice-president: But until that time, the claims will be received?

Mr. Belleville: Yes. A great many of the claim agents are accepting claims that are made up most any old way.

Assistant Secretary: Mr. Chairman, Mr. Belleville, isn't it a fact, tho, that some claim agents are returning claims because of the fact that these blanks do not conform in every respect to the so-called standard form? We have had cases of that kind brot to our attention and we have sent the forms to Mr. Howard for approval, and, in some cases, he has approved the forms, and in other cases, he has not and agents are rejecting claims on that account. I know of some big concerns who have had claims rejected on that account. One example was the Crane Company of Chicago; absolutely refused to recognize the claim because the standard form was not used, and yet, the form used by the Crane Company was almost identical to the standard forms.

Mr. Belleville: Didn't the Crane Company force the issue and make them pay?

Assistant Secretary: Yes, they endeavored to.

Mr. Sharp, St. Paul: I can speak from my own experience with regard to that matter because I am personally identified with the claims of our house. I am going to speak in line with the argument that is going on now in the use of the uniform blank for claims. I know that they are insisting on it.

Mr. Beek: Overcharge and loss and damage, both?

Mr. Sharp: Yes, both. We have a printing department in our establishment and we have printed our own blanks and we had a supply of these old forms that we have used for a number of years. The first intimation that we had was the return of some of our claims because they were not on the uniform blank. But they went further than that; they would not permit us to use the balance that we had and turned our claims back and said that they must be presented on the uniform blank. And then they went further than that again: We were presenting our claims for an overcharge on the same blank that we

were using, because we had in our department printed up a stock to conform with their uniform blank and they sent back the overcharge claim and said that these claims must be made on the blank for that purpose, and we have recently, just a few days ago, received a supply from our printing department to conform to the overcharge blank, so I know it is an absolute fact that they are turning claims down on that account and returning them.

Mr. Evans: Mr. Chairman, I am handling claims for manufacturers in almost every state in the Union east of the Missouri River, and in only one or two cases have I had claims returned because the standard form was not used.

Vice-president: You have been using various forms, haven't you?

Mr. Evans: I have been simply writing the letters, enumerating the general nature of the claim and the documents presented and asking for a settlement.

Vice-president: Without accompanying it with any form?

Mr. Evans: No form whatever.

Vice-president: The experience seems to be rather varied.

#### Special Damage from Delay Notation.

The refusal of carriers to sign Bs/L with notation that "special damages will result from unreasonable delay" was brot up by Mr. Belleville, who said: "This grows out of a complaint from one member that a certain railroad in New England declined to accept shipment when it was stamped or written across the B/L 'Special damages will result from unreasonable delay.'"

"The courts, as many of you know, have very frequently decided that no special damages for delay of shipments can be allowed unless the railroad is put upon notice when the shipment is made that there is a possibility of special damage or that there is special movement required. That may be a little different from perishable freight, but that has been the decision of courts in case of ordinary merchandise. The rule is different in regard to perishables and livestock and those special commodities.

"Here is a case where the shipper knows that there will be loss if there is unreasonable delay. He puts the carrier on notice, but the carrier says: 'We won't find the B/L.' There is no question in my mind but that the railroad is in error in refusing to accept such shipments. And I advised the claimant that all he had to do, if the railroad refused to do so, was to say 'strike it out and sign the B/L.' He cannot refuse to accept the shipment. They are on notice then, even tho it has been erased."

THE TAKING over of the activities of the Food Administration by the Department of Agriculture after the passage of legislation to that effect, the lowering of the price of wheat to one based on the law of supply and demand, the government to assume the loss, is the substance of a resolution adopted by the senate and house of representatives.

THE WHEAT POOLING system in Australia will be continued another year, at least, and if the states co-operate, the Commonwealth has agreed to guarantee to farmers \$1.05 per bu., less freight. Authority to offer 2,000,000 tons of wheat to the British Wheat Commission at \$1.22 per bu. has been given the Prime Minister, but the likelihood of a sale is said to be not very hopeful.

THREE CENTS for a letter will not be required after June 30. There will be no cash redemption, but persons having on hand 3-cent postage stamps and unused and undamaged postal cards may exchange them before August 1 at the postoffice for other stamps and cards of other values.

## Ohio Growers, Dealers and Millers Get Together.

A big gathering of elevator men, farmers, millers and threshermen was recently held at Athens, O., where the problems of all present were discussed with an end of obtaining better understanding of the other man's trouble and needs. Fifteen such meetings have been held in Ohio and a closer understanding between the men who deal with grain from the producer to the miller has been the result.

Shud the present price of wheat be reduced on account of the increase in crops, a minimum price of from \$2.08 to \$2.17, according to grade, was agreed upon, with the hope of stabilizing the price as millers are now paying almost any figure in order to get wheat. Shud the price remain at the present level, the resolutions regarding the price will not become active. The prices were based on the government price of \$2.39 at Philadelphia, with a freight rate of 14c per bushel and the addition of the usual terminal charges, margin to local dealer, cost of handling, etc., at the local elevator. No allowance was made for possible errors in grading nor for leakage from cars in transit. Farmers were also urged to utilize their own storage in order to prevent congestion at terminals.

The com'te on wheat improvement recommended that farm buros establish standard varieties of wheat adapted to the various communities; encourage the breeding and seeding of pure wheat, in the former using the inspection system offered by the Ohio Seed Improvement Ass'n; that farmers use nothing but thoroly cleaned and graded seed; that millers provide suitable equipment for grading and cleaning wheat for seeding purposes; and that all seed wheat shall be treated for disease, demonstrations of the various kinds of treatment to be given by the farm buros. Grain dealers and farmers were told the requirements for various grades of wheat and were shown how to arrive at the grades.

The com'te on grading recommended the installation of proper equipment and that all necessary determinations be made; that wheat shud be bot on a clean basis where possible in order to induce the farmer to produce high quality grain; and that the uniform funnel for filling test kettle be used in test weighing.

The prospect of bumper crops this season led to the discussion of handling facilities which will be under rather than above 25% of the crop. Advancing the price from month to month was considered a practical means of even marketing by a just compensation to those who store. Taking the price \$2.26 at Chicago, deducting freight and elevator charges leaves a price of \$2.12 for July, increasing two cents for each month up to and including October and one cent advanced thereafter for six months was that would prevent a glut in the market.

RECEIPTS of wheat from farms for the week ending June 6 were 2,087,000 bus. against 2,657,000 bus. the previous week and 1,840,000 bus. a year, according to the weekly bulletin issued by the Food Administration Grain Corporation. Total stocks of wheat in country elevators, mills and terminal elevators as of June 6, were 55,278,000 bus. against 22,122,000 bus. a year ago, a decrease between May 30 and June 6 of this year of 10,546,000 bus. against a decrease for the similar week a year ago of only 4,316,000 bus.

AMERICAN foodstuffs weighing 316,698 metric tons were delivered by the American Relief Administration among the famine stricken countries in April. The supplies were transported in 120 ships and were valued at \$80,000,000. All except shipments to Germany were delivered on the basis of deferred payments.



## Wheat Conference at New York.

A conference between Julius H. Barnes, Wheat Director, and representatives of the grain and milling interests was held at the Chamber of Commerce, New York, June 10-11, about 300 grain dealers and millers being in attendance. The conference was called by Mr. Barnes for the purpose of discussing the contract forms submitted by the Grain Corporation for the control of the trades in handling the 1919 wheat crop.

The opening address at the first session on Tuesday morning was made by Mr. Barnes, who said, in part:

### Mr. Barnes' Address.

We have reached the second milestone that marks the conduct of the grain and milling trade under governmental supervision and direction. In almost every other direction of American business activity the war organizations have been demobilized and the trade restored to private initiative. In wheat and wheat products we face another year of governmental supervision, made necessary for the faithful discharge of a national war pledge to the producer.

As to consumption, the difficulty of making payments and of readily transporting purchases will probably tend to reduce the aggregate consumption to some extent. With depleted herds, with the crops of feed grains affected by the same conditions to an even larger extent, substitution of food will prove, however, most difficult. Putting an arbitrary estimate on the economies which could be made effective, it is probable that the import requirements of bread grains into Europe will approximate 650,000,000 bus. to 700,000,000 bus. for the coming crop year. Add to this quantity, the normal requirements of the ex-European countries for overseas bread grains and it is probable that the overseas movement of bread grains this coming year must aggregate 750,000,000 to 800,000,000 bus.

**Demand on America.**—So that it seems quite possible that there will fall upon America an overseas demand of 410,000,000 to 460,000,000 bus. The largest previous export movement of wheat and flour from America was the crop year of 1914-15 amounting to 322,000,000 bus.

Should this demand materialize, it will require the most careful supervision of seaboard and inland markets and of railroad and water transportation to put that quantity thru our ports without severe congestion. Applying these export figures to our crop outlook today, we find this situation.

Our crop promise of wheat fortunately promises to yield between 1,100,000,000 and 1,200,000,000 bus. Our home consumption for bread and seed may be roughly calculated at 600,000,000 bus. Starting the crop year with no reserves or carry-over from the crop just finished, we are called upon to export exceeding 400,000,000 bus. It leaves us only the promise of such adequate reserves as a great consuming country should carry from one crop to another.

**No Bread Subsidy.**—The answer to complaints at home is not to deliberately establish a subsidy from national revenues as a sop to stop all effort for better living conditions. The answer is not to use the enormous power of government influences and resources to force on one food or another a price level that of itself might be discouraging to production—the production which is vital. To think that an artificially depressed price for wheat would be decisive in reducing prices of other foods is, in my judgment, pure theory and not capable of demonstration. Nothing in our experience of the past two years confirms it. Wheat has been stable, without change, yet during that period corn, rye and barley have fallen far, far below and risen far, far above the wheat level. On the contrary, could the old play of worldwide supply and demand be reinstated, wheat might easily soar to new heights because as food, it has a superior value and a value under present conditions of desperate need, that may well give it a peculiar premium.

**Wheat the Premier Food.**—The Inter-Allied Scientific Food Commission, investigating the actual value of various foods, gives wheat the premier position in food content of all the cereals. When ocean transport is scarce and costly and the overseas need of great volume, this influence alone may cause wheat values to part company with all conceived relation with other foods.

A better education of our own people as to how to increase the per cent of cereals and vegetables in their diet would save in a single year, at home, twice the value of our entire wheat crop. And it could be done without the sacrifice of palatability. It has been calculated that the American people today spend annually \$18,000,000,000 in their food bill. That of this, cereals with 38% of the food value, cost only 16% of the total bill. That bread, sugar, potatoes and fruits furnishing 62% of the food value, cost 31% of the total expenditure. The remainder of the diet, namely, meat, fish, eggs, milk, cheese, butter, lard, furnishing 38% of the food value, costs 69% of the food bill. A change of ten per cent in these relations would

save our domestic food expenditures by \$3,000,000,000 annually.

Why not help our people to lower their living cost by better understanding and more accurate knowledge of food contents and food values? There is a fertile field here for our schools to till.

I have a right to seek your counsel and that such counsel come to me without the influence of a shadow of self-interest, in view of the momentous character of these issues. Almost every organization represented here, urged me to accept this office and addressed the president, asking him to entrust this office in my hands. When you did that, you did it in confidence that the recommendations and decisions which I would make would be at least honest and sincere and I have a right to remind you that it is in that spirit and in that determination that I have undertaken the burdens of this office. When these recommendations are made and these decisions taken, if they differ with your private views, I have a right to remind you that at least, I and my advisers are sincere in those conclusions and have been painstaking in reaching them and we have a right to your undivided support even when you differ.

I can not close without again putting special emphasis on your responsibility and your opportunity. You must, as honest men and good citizens, cast your eyes beyond the circle of your own particular environment. The weight of your advice, the weight of your expressions in contact with others, your trend of thought, can not be uninfluenced by the present culmination of five years of tragedy abroad.

The addition to terminal charges on wheat, should such be necessary in order to retard the movement, was discussed in the afternoon. The opinion was quite general that such an increase would be necessary, the amounts of increases suggested ranging from 1½ to 3¢ per month from July 1 to Oct. 1.

The Duluth Board of Trade favored the plan of paying one-half cent a bushel for each ten days for carrying grain to farmers and elevator men alike, beginning Oct. 1 for the Northwest and on to the close of navigation.

One cent every 15 days beginning July 1 and ending Feb. 1, was advocated by farmers' cooperative ass'ns.

Dealers in winter wheat in ten states were in favor of not less than one-half cent each ten days, with the right to cancel charge, being of the opinion that this would hold back half the wheat until after the first of next year.

The differential in the scale of wheat prices was one of the most important questions handled on Wednesday morning.

Representatives of the Duluth Board of Trade held that the price of northern spring wheat should be advanced until it equaled the price of winter at Chicago. Chicago favored present prices. Minneapolis representatives protested against any raise at Duluth which was not duplicated in their market.

Raising rates at the Gulf was considered of most importance, but the trend of opinion appeared toward no change in the present rates. Mr. Barnes, in view of the tonnage situation at the Gulf during the past year, said he felt that it was entitled to better service and should be relieved of the railroad burden by which wheat is now shipped to certain centers and then re-shipped to Gulf ports.

The form of contract under which grain dealers would work was next considered. The provision necessitating the keeping for 60 days of samples of all purchases of wheat grading lower than No. 3 was unsatisfactory and was finally revised so as to provide in case of dispute as to grade, samples should be drawn in the presence of both parties and mailed immediately in an airtight container to the zone agent. The contract has since been drafted and is published elsewhere in the Journal in its final form.

The discussion of increased storage facilities brot out the fact that a bill was in course of preparation for introduction in Congress which, if passed, will provide the needed additional storage.

ALL RESTRICTIONS have been removed from feeding grains in Sweden, and trading is now unrestricted.

## Bonding Company Liable for Shortage.

E. C. Morrill, of Beresford, S. D., who was charged by several grain commission firms with forgery of Bs/L, as reported in the Grain Dealers Journal, Apr. 10, page 601, is involved in the suit by the Farmers Elevator Co., of Beresford, against the U. S. Fidelity & Guaranty Co., of Baltimore, to recover on a bond, and which was decided in favor of the elevator company by the Supreme Court of South Dakota on May 13.

Morrill had received and disposed of 4,254 bus. of oats and \$1,439.76 in money which he failed and refused to deliver to the elevator company on demand, while acting as agent.

First the elevator company brot suit and got judgment against Morrill, but was unable to collect the judgment, and then brot suit against the bonding company.

In giving judgment against Morrill the court in the civil suit had held that the allegations of fraud and dishonesty were not established by the evidence, and in the suit against the bonding company the latter sought to take advantage of this, as the bond was indemnity only against fraud.

The supreme court held against the bonding company on the ground that the failure of Morrill to turn over the money was *prima facie* evidence of fraud sufficient to place on the bonding company the burden of proof to show that Morrill was not guilty of fraud and that the loss resulted from mistake, incompetence or other causes than dishonesty.

The bonding company offered no evidence whatever.—172 N. W. 519.

## Cort Addison.

It was recently announced on the Board of Trade in Kansas City that the firm of Addison-Benton Grain Co. wud hereafter be known as the Addison Grain Company. Cort Addison purchased the interest of C. H. Benton former member of the firm and henceforth will be President and Manager.

Much credit is reflected on Mr. Addison in his purchase of the outstanding interests of Addison-Benton, for it has been his life long ambition to become the sole owner and head of his firm. Nothing but hard work, honest efforts and thorough knowledge of all details of the business, with the ability to deliver results is responsible for the share of success Mr. Addison has had. He is a live wide-awake hustler and result-getter. The Addison Grain Co. has an office in both Kansas City and St. Louis and will conduct a grain commission business.



Cort Addison, Kansas City, Mo.



# How to Grade Wheat

While it is at all times important that country wheat buyers should be prepared to make grade and dockage determinations, it will be particularly so this season, because of an announcement by Julius H. Barnes, Wheat Director.

Mr. Barnes recently said that all wheat buyers under contract with the Grain Corporation must follow official or federal grades as closely as possible, establishing No. 1 wheat as their buying basis. This is obviously necessary, in view of the maintenance of a "fair price" predicted on a basic price of \$2.26 for No. 1 wheat at Chicago, with fixed discounts obtaining for No. 2 and 3 wheat and discounts to be applied on the lower grades, reflecting their commercial value as compared to No. 1.

Normally, the wheat marketed at a given country station in any one season is largely of the same class, such as hard red winter, soft red winter, hard red spring; and, also, the condition and other grading factors are likely to be very similar. Therefore, as a general proposition dealers may make their purchases on the basis of the Federal grades simply and quickly.

For illustration, if the wheat purchased in a territory adjacent to a station is known as all belonging to the class hard red winter; if the crop has been harvested, threshed, and marketed under favorable weather conditions and the grain feels quite dry to the touch; and if an examination of the wheat in the farmers' wagon convinces the buyer that it is sound and clean enough to grade No. 1, then the only determination necessary to arrive at the grade is the test weight per bushel.

Or, a sample may be so good in every other respect that the judgment of the buyer tells him it is of grade No. 1, but there may be present foreign material equal to or greater than 1 per cent which can be separated by the use of sieves in order to determine the percentage of dockage, and dockage present in such quantities must be assessed against the wheat in making purchases.

Still another sample may be good enough in other respects to grade No. 1, except that it contains rye or some other foreign material that affects the numerical grade, in which case the factor in question must be determined, in order that the wheat may be purchased according to the proper grade.

Other examples might be given in explanation of the foregoing statement that the wheat usually received at any given station may ordinarily be graded by the buyer without employing much time or effort, provided he is conversant with the requirements of the grades. However, the instances given will convey the idea that the buyer's knowledge of the wheat in his territory, coupled with "general appearance" and an examination for odor, and one simple mechanical test, will grade most of his wheat, and the operation will consume very little time and effort. In localities where several classes of wheat are produced, with their attendant mixtures, or where there is a mixture of other grains with wheat, where there may be present various kinds of foreign material, or when a wet harvest has resulted in a high moisture content and much damaged grain, or in a case of other factors which require accurate determination the buyer will find it necessary to provide himself with standard mechanical equipment and to familiarize himself with the official grades in order that the wheat may be purchased on a basis fair both to the farmer and himself.

## Grading—Methods and Equipment.

When careful tests are necessary as in cases such as noted, the experience of supervision officials and licensed inspectors informa-

tion furnished by the Bureau of Markets suggests the following procedure as both logical and practical in arriving quickly at the correct grade:

First, observe that the determination for dockage in wheat and the placing of the numerical grade are separate and distinct steps in the transaction between the farmer and the buyer.

**NO. 1.—DOCKAGE, EQUIPMENT FOR AND DETERMINATION OF.**—If an examination of the wheat in the farmer's wagon indicates that there is probably 1 per cent or more foreign matter present, such as is described in the definition for dockage under the official standards, the following cleaning devices are recommended for use:

1. A small wheat tester or device for removing barley, oats, wild oats, pieces of straw, weed stems, and other coarse matter from wheat. This is a modified form of the machine already in general use in the spring-wheat belt, where the dockage system has been practiced for many years. On account of the peculiar short, jerky motion of the riddle, this machine has been popularly designated as the "wild oat kicker." (If the buyer does not consider it necessary, on account of the character of the foreign material in the wheat purchased in his territory, to provide himself with the "wild oat kicker," careful use of the sieves herewith described, and cuts of which are also given, will secure satisfactory results).

2. Set of perforated metal hand sieves. The sieves and bottom pan should be circular in shape and made of aluminum, brass, or other suitable material. The smooth surface of the metal should face up. The metal should be 0.025 to 0.035 inch in thickness:

(a) Bottom pan: Inside diameter should be thirteen and one-eighth inches; depth two and one-half inches; and roll at top of pan three-sixteenths inch in diameter.

(b) Buckwheat sieve: With triangular perforations  $\frac{8}{64}$  inch on each side of perforations; inside diameter of sieve should be thirteen inches; depth of sieve two inches and roll at top of sieve should be one-fourth inch in diameter.

(c) Fine seed sieve: With round perforations  $\frac{1}{12}$  inch in diameter. (Other specifications and dimensions same as for (b) buckwheat sieve above.)

(d) Fine chess sieve: With slotted perforations 0.064 inch wide and  $\frac{3}{8}$  inch long. (Other specifications and dimensions same as for (b) buckwheat sieve above.)

(e) Coarse chess sieve: With slotted perforations 0.070 inch wide by  $\frac{1}{2}$  inch long. (Other specifications and dimensions same as for (b) buckwheat sieve above.)

(f) Scalper sieve: With round perforations,  $\frac{12}{64}$  inch in diameter; depth of sieve should be one and one-half inches; inside diameter should be twelve and seven-eighths inches and roll at top of sieve five-sixteenths inch in diameter.

Note.—Sieves (b), (c), (d), and (e) should be made to nest very freely with the bottom pan. The scalper sieve (f) should nest very freely with each of the other three sieves and also with the bottom pan.

It is absolutely essential that the dimensions of the perforations of the sieves used be exactly as stated above. A slight variation in the dimensions materially influences the percentage of dockage obtained. In order to secure the exact size it is necessary that the perforations be cut with dies especially made for the purpose. Sieves made from tin or galvanized iron with an ordinary punch will not give accurate results.

The shape and arrangement of the perforations are illustrated in the engraving herewith.

From experiments in hand-screening and cleaning various kinds of foreign matter from wheat it has been found that with proper care the metal sieves with perforations as indicated for hand sieves, used in connection with the wild oat separator, will give a practical determination of dockage.

## Method of Determining Dockage in Wheat.

—In determining dockage such sieves as sieves should be used as will remove all foreign material with the least possible loss of wheat, including small, plump, or badly shriveled kernels, or large pieces of broken kernels. As a general rule, the use of the fine seed sieve with round perforations one-twelfth inch in diameter, together with the scalper sieve or the "wild-oat kicker," will be sufficient. However, if the sample contains an appreciable quantity of wild buckwheat, pigeon grass, or other seeds of a similar character, or foreign material which will pass through the "fine seed" sieve, then the "buckwheat" sieve should be used. All material passing through the "buckwheat" sieve should be considered as dockage, except that whenever the screenings removed by the sieve consist of an appreciable quantity of small shriveled kernels, the material so removed should be rescreened over the same sieve.

In the rescreening the material should be carefully deposited at one edge of the sieve, then while holding the sieve at an angle of 25 or 30 degrees the sieve should be tapped lightly until all the material has passed either to the opposite edge of the sieve or through the perforations. If operated properly, the material at the opposite edge of the sieve will consist mainly of wheat, and should be classed as wheat, and not as dockage. The material which passes through the sieve will consist mainly of wild buckwheat and other weed seed, together with a small percentage of shriveled kernels and small broken pieces of wheat, and this should be classed as dockage. In exceptional cases it may be necessary to repeat the screening in order to arrive at an equitable determination of the percentage of dockage.

The chess sieves should not be used unless the sample in question contains an appreciable quantity of chess. As a general rule, the chess sieves should likewise not be used until after the sample has been screened either over the "fine seed" or the "buckwheat" sieve, as the sample may require. Whenever it is necessary to screen for chess the "fine chess" sieve, with perforations  $\frac{1}{32}$  by  $\frac{3}{8}$  inch, should be used, except when the sample consists of wheat of large kernels mixed with large chess seeds. Large chess seeds in a sample of wheat consisting mainly of small kernels of wheat from which the chess cannot be separated readily should be considered as foreign material other than dockage and the sample handled and graded accordingly.

Whenever the "chess sieves" are used and the screenings consist of an appreciable quantity of small, shriveled, or split kernels the material so removed should be rescreened over the same sieve, being manipulated as described for rescreening over the buckwheat sieve. In rescreening over the chess sieve the material should flow well and not across the slots.

The scalper sieve is to be used for removing coarse foreign material. Any threshed wheat kernels that remain on the scalper sieve should be picked out and returned to the wheat, and should not be considered as dockage.

The dockage will, therefore, be represented by the coarse foreign material, in addition to the finer screenings obtained by hand sieving.

Since any foreign matter remaining in the wheat after the removal of dockage is considered as "foreign material other than dockage," in which capacity it directly affects



fects the grade, great care should be used in sieving the samples.

## No. 2—Determination of Grade.

(a) It should be borne in mind that the correct official grade may be placed on wheat only after the removal of dockage. Therefore, dockage having been removed, the next step is to arrive at the test weight per bushel. Since this factor is so fundamental in transactions in wheat, great care should be exercised in providing standard equipment, in keeping it in condition to secure accurate results, and to follow the methods for filling and stroking the kettle which are employed by Federal officials and licensed inspectors, in order that there may be no appreciable variation between the test weight at the country station and that at the terminal market.

In this connection, carefully note the following: A sufficient quantity of the original sample should be freed from dockage to permit the test weight to be made with a quart tester. Under average conditions a sample of 1,000 grams of wheat containing the dockage give a sufficient amount of dockage free wheat for determining the test weight with a quart tester. However, if the wheat contains a large amount of coarse material and other foreign matter it will sometimes be necessary to remove the dockage from more than 1,000 grams in order to secure a sufficient quantity of dockage free wheat to make the test weight with a quart tester.

The conditions given in the method described below have been found to be essential in making uniform tests of weight per bushel and obtaining accurate results, and have been adopted as standard in connection with the enforcement of the United States grain standards Act:

- (1) Have an accurate grain tester.
- (2) Fill the test kettle from a hopper—
  - (a) having an opening  $1\frac{1}{4}$  inches in diameter at its base.
  - (b) firmly supported two inches above the test kettle.
- (3) Have the test kettle rest on a firm base.
- (4) Fill the kettle each time with the same amount of overflow.
- (5) Strike the excess grain from the top of the overflowing kettle in a uniform man-

ner with three zigzag motions with the sides of the special stroker held vertically, avoiding meanwhile any jarring of the contents.

(6) Make the weighings on a beam accurately graduated to read in fractions of a pound.

The apparatus described in Department of Agriculture Bulletin No. 472 has been adopted by the Office of Federal Grain Supervision as the official tester and is in use by the majority of the licensed inspectors. However, on account of the comparatively high cost of this piece of equipment, a satisfactory substitute is recommended for dealers at country stations who do not care to purchase the apparatus described in Bulletin No. 472.

(b) ODOR.—Correct grading often depends on the ability to detect musty, smutty and other unnatural odors and to know how they affect the official grades.

(c) SMUT BALLS, GARLIC AND WILD ONIONS.—The presence in wheat of smut balls and wild onions or garlic above certain limits must be taken into account. The Grain Corporation will discount wheat inspected, certificates for which has the term "smutty" or "garlicky" added to the grade designation.

(d) CLASSES OF WHEAT.—When the buyer's examination of the samples before him reveals the presence of more than one class, such as, for example, hard red winter and soft red winter, and he is unable to determine from viewing the sample as a whole whether it contains a sufficient amount of wheat other than of the predominating class to cause it to grade "mixed," it then becomes necessary to weigh out a small portion of the sample to separate the kernels belonging to two or more classes and calculate the percentages by weight of the various classes in the sample. A comparison of the percentage of the other class or classes with the limits permitted under the official standards will show whether or not the sample should be classified as "mixed" wheat.

(e) DAMAGED KERNELS.—Procedure similar to that prescribed for determination of classes of wheat is required, if a careful scrutiny of the sample indicates the presence of unsound, or as they are known in inspection parlance, "damaged" kernels in a quantity apparently sufficient to affect the grade. Since there are so many types of damaged wheat and gradations all the way from slightly to badly damaged, the interpretation factor of this grain may be difficult. However, if the dealer will preserve representative samples of his shipments until he has received his account sales and compare these samples with the remark placed on the inspection certificate by the licensed inspector at the market to which the wheat is shipped, it will soon become a reasonably easy matter to determine the percentage of damaged kernels with considerable accuracy.

(f) FOREIGN MATERIAL OTHER THAN DOCKAGE.—If the wheat contains cereal grains, weed seeds and other foreign material in addition to foreign material that may be separated and assessed as dockage, a mechanical separation and a calculation of the percentage of such matter is necessary for accurate grading, unless the buyer is convinced in his examination of the sample as a whole that the amount is not great enough to affect the grade. The office of Federal Grain Supervision of the Bureau of Markets has instituted a series of grain grading exhibits at state and local association meetings, which country dealers will find of much practical value in aiding them to familiarize themselves with the grades and methods for their determination. In addition, the United States Department of Agriculture Bulletin No. 766, edited by Grain Supervisor Ralph H. Brown, contains a great deal of information which a shipper will find beneficial in his transactions.

## Must Purchase Wheat by Grade.

While it is absolutely necessary to purchase wheat by grade, for the reason set forth in the first paragraph of this article, the same

principle can profitably be applied to transactions in corn, oats and other grains which are not under license and control.

Show the farmer that he is penalized for low grade grain in accordance with the grades and discounts that obtain in the terminal markets, and his suspicions of unfair treatment on the part of the dealer will largely disappear and he will be encouraged to produce better grain and market it in the best possible condition.

Country dealers who do not have a copy of the official standards of the United States for wheat, corn and oats, or who may not understand certain features in the application of the grades, should write to the Federal Grain Supervisor in the nearest terminal market, requesting a copy of the pamphlet or the desired information.

THE TOTAL YIELD of oats in Victoria, Australia, for the year 1918-19 was 5,274,984 bus., and an average of 20.94 bus. in 1917-18, the third lowest since 1910.

THE OFFICE of the enforcement division of the Food Administration Grain Corporation of which Alfred Brandeis is the head, will be closed July 1. A new system of enforcement will probably be devised.

THE GREAT WHEAT STORAGE and shipping plant being constructed at Glebe Island, New South Wales for the government will have a capacity of 5,582,000 bus. of wheat and the city working house will hold 800,000 bus. The plant is made of grain silos and elevators for bulk handling. The plant is expected to be ready for the 1920-21 harvest.

## L. J. Dillon Heads Milwaukee Office.

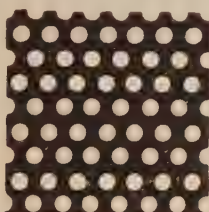
When the new office of the Quinn-Shepherdson Co. opens in Milwaukee, July 1, L. J. Dillon and J. H. McKeane will take charge as joint managers. Mr. Dillon has been with the Quinn-Shepherdson Co. for the past seven years, as traffic manager, and manager of the grain-merchandizing department. This long experience with his firm will make him especially efficient in his new capacity, an advance which is proof of valuable service already rendered. The Milwaukee office will increase greatly the business of the Quinn-Shepherdson Co., having offices also in Minneapolis, Chicago, and Duluth.



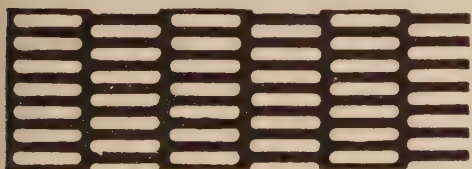
L. J. Dillon, Minneapolis, Minn.



SCALPER SIEVE



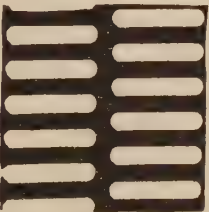
FINE SEED SIEVE



FINE CHESS SIEVE



BUCKWHEAT SIEVE



COARSE CHESS SIEVE

Sieves for Determining Dockage.



## Seeds

TOLEDO, O.—Chas. Pitzen has been re-appointed inspector and weigher of seeds in this market.

HAMILTON, MONT.—The Great Western Seed Company will build a new warehouse 90x160 ft.

ROLAND, IA.—The Skrommal Seed Co. is erecting a seed house.—C. A. Lendroth, mgr. Farmers Co-operative Co.

ST. JOSEPH, MO.—Timothy promises well, but the acreage is small. Local demand for cane & millet quiet.—Mitchellhill Seed Co.

FOSTORIA, O.—A. C. Hoyt Grain Co. has bot the factory building and offices of the Allen Motor Co. The Hoyt Co. will engage in a general seed business.

ST. JOSEPH, MO.—This year's blue grass crop is as good as we ever had, the matter of harvesting being the only doubtful feature of the output.—Mitchellhill Seed Co.

FLORENCE, ALA.—The North Alabama Seed Co. has been reorganized into a farmers' co-operative company capitalized at \$7,800 and will engage in the buying and selling of seeds.

OMAHA, NEB.—The E. B. Weekes Seed Co. has tendered me the position of mgr. of the company, and good working interest, pending rebuilding of the plant here.—W. B. Weeks, Ord, Neb.

ST. LOUIS, MO.—C. H. Appel of Chicago is now mgr. of the field seed department of Newman & Malkemus. Prior to coming to St. Louis, he was for seven years with the Albert Dickinson Company.

SEATTLE, WASH.—The Woodruff-Boyce Seed Co. will erect a new warehouse. It will be a one-story frame structure, 185x60 ft. with three stories 60x40 ft. the latter to be used as a seed cleaning department. Bids are being called for.

MEMPHIS, TENN.—Otto Schwill Co., Seeds-men, Inc. is the new style of the re-organized firm of Otto Schwill & Co., one of the oldest seed firms in the South. John Ross is pres. and Louis Burchart, first vice-pres. they being the largest stockholders.

THE FOLLOWING gentlemen have been appointed by the pres. of the New York Stock Exchange as members of the Com'te on Seeds: Wm. Jacot, chairman, Marshall H. Duryea, Ernst Wehnke, O. W. F. Randolph and Chas. Wimmer.—Marshall H. Duryea.

"GRASS IS IMMORTAL" is the subject matter of a neat folder which has been issued by the Mangelsdorf Seed Co., Atchison, Kans. It is from a copyrighted article by the late Senator John J. Ingalls, of Atchison and was reproduced by the Seed Co. by special permission of Mrs. Ingalls.

TOLEDO, O.—Memoranda showing germinating tests and analysis is now required by the state of all seed dealers selling seeds to farmers. Instructions along these lines were given at a school held at the state university, the week ending June 14. About 300—mostly country elevator men attended.—Southworth & Co.

TOLEDO, O.—Clover seed has smiled on the bulls this week. October seed broke the 24.00 record made last fall. Advance has been due chiefly to light offerings. Demand has not been large but bulls have been aggressive. Bears are very timid as stocks are probably the smallest ever known. They have not forgotten that March sold 31.00 last winter. Will history repeat this season? Critical period is still ahead of the crop. Will July and August be wet or dry? Present prices certainly discount considerable. Don't get gay on bulges. October has advanced nine dollars from the opening price. Don't be a hog or you may get your bristles clipped.—C. A. King & Co.

MANITOWOC, WIS.—Morris S. Smith of Cleveland, O. is now sales mgr. of the Madson Seed Co., recently reorganized. Prior to eight years ago, Mr. Smith was connected with the company's sales department. A. T. Shoemaker, is mgr. of the production department. He was formerly with the McCullough Seed Co. of Cincinnati.

CRAWFORDSVILLE, IND.—The Crabb Reynolds Taylor Co. is adding two stories to its reinforced concrete seed warehouse and building an addition 20x140 ft. five stories and basement on the front of the present plant, all of fireproof construction. The seed cleaning capacity will be increased 50% and a complete dust collecting system will be installed.

SEATTLE, WASH. — We are strictly wholesalers, selling to the trade only. While we started out with field seeds exclusively, the demand for garden seeds forced us to adopt this line. With additional cleaning machinery to be installed during the coming month, we will be able to take the best of care of our increasing trade.—Northwest Seed Co., Hugo Schuett, pres.

ST. LOUIS, MO.—Ed F. Mangelsdorf & Bro. is the style of a new seed firm recently organized. The company is capitalized at \$100,000 and will do a general wholesale field seed business. Edward F. Mangelsdorf was formerly with the Mangelsdorf Seed Co. at Atchison, Kan., and Albert H. Mangelsdorf has been in the banking business at Potter and Wathena, Kan.

RECEIPTS of timothy seed at Milwaukee during May, 1919 were 635 lbs. and shipments amounted to 272,791, compared with receipts of 21,295 lbs. and shipments of 130,226 lbs. in May, 1918. Receipts of clover seed were 121,105 lbs. with no shipments as against receipts of 13,670 lbs. and shipments of 9,000 lbs. in May, 1918. Receipts of flaxseed were 55,300 bus. against 7,500 bus. during the corresponding month last year.

MADISON, WIS.—Think the acreage of both clover and timothy is less than normal in this section. There is a shortage of everything now in the line of field seeds. Clover and alsike were short, but the season is over. There is an over supply of seed corn, millet and of most other seeds for late sowing. A few items like Sudan Grass, Japanese Millet, etc. are short. Farmers are inclined to stick to the things they know they can depend on.—L. L. Olds Seed Co.

PROPER PRECAUTIONARY methods of testing Canadian wheat and the adoption of tests in connection with fixing grades, were recommended by Prof. Birchall in charge of the government seed laboratory at Winnipeg in testimony given before the agricultural committee of the Commons. He told the committee that Canadian grain which is apt to contain more moisture than that raised in other countries is more prone to heat and to the development of weevil, and cited instances where all or parts of cargoes had been lost from these causes. He said that one British miller had told him that he never bot Canadian wheat for milling purposes because of the danger of loss by heat.—B.

TOLEDO, O.—Timothy made good comeback this week, spot seed advanced nearly 30 cents before a reaction came. Big business in the latter was done. Some sold outright and a lot switched to October and December at 35 cents difference. Spot stuff is gradually centered into fewer hands. Strong hands that are not usually excited over the petty changes that excite the dealers in the new futures. Latter, of course, means new seed and supposed to reflect the growing crop, influenced of course by the stock of old seed that has been in the show windows (mostly in Toledo) for over two years. How much of this old seed could be pried loose from the owners at this level? Very little we should say. Some seem to think the next crop is going to pan out fairly well. Early reports were all the other way.—J. F. Zahm & Co.

TOLEDO, O.—The clover advance this week was spectacular. Up over three dollars. Offerings are very light. Lack of reserves is a big factor. Crop conditions favorable for the most part. Cutting of the hay crop is progressing in some parts, and the seed crop is getting a good start, being generally heavy on the ground. The recent government report showed conditions about the same as last year, and considerably higher than in 1917, but the acreage is smaller through most of the chief producing states, outside of Wisconsin, which shows a large increase over last year.—Southworth & Co.

## Grass Seed Dealers Meet in Chicago

The Wholesale Grass Seed Dealers' Association held its annual meeting at Hotel Sherman in Chicago, starting Monday morning, June 24, 1919, and running into Tuesday.

In the absence of Secretary Jossman, Mr. Clarence K. Jones, of W. A. Simpson & Co., Baltimore, was selected to act as Secretary *pro tem*. He made such a good one that he was afterwards elected as Secretary for the coming year.

At the request of Counsel Curtis Nye Smith his resignation was accepted, it not being necessary that he be on the roll of members.

The resignation of J. G. Spear & Sons, Paris, Ky., was accepted.

At the suggestion of the Membership Committee, in the absence of Mr. B. P. Cornely of St. Louis, his son, Mr. Clifford Cornely, was appointed to serve on the Membership Committee, Mr. Chas. Dickinson and Mr. Chas. McCullough being the other regular members.

It was voted that it was desirable that the Ass'n adopt a set of Trade Rules, especially with a view to the probable great increase in foreign trade, and the probability that this country will be looked to set the pace and the standard. The discussion of these proposed Trade Rules consumed the greater part of the afternoon session, and was not concluded when an adjournment was taken to nine a. m., Tuesday.

Mr. J. G. Peppard, of the Committee on Hard Seeds, made a report of progress, not having reached any definite conclusions as to any recommendations on this much mooted question. The old committee was discharged and a new committee appointed, viz.; Messrs. Green, Neal and Peppard. This committee reported recommending that the matter be turned over to the committee to confer with Official Seed Analysts, consisting of Messrs. Duryea, Green, Massie, Doughten and Neal. This was agreed to, and the matter so disposed of.

The following were favorably reported by the Committee on Membership and were duly elected to membership: Kellogg Seed Co., Milwaukee, Wis., and Northern Field Seed Co., Winona, Minn.

President A. E. Reynolds read a letter of appreciation from Mr. Albert Dickinson, who one year ago was elected as the first Honorary Member of the Ass'n.

Pres. Reynolds named as a special committee to draft suitable memorial on the death of Mr. H. W. Woods, of T. W. Woods & Sons, Richmond, Va., Messrs. Green, Jones and Scarlett.

Counsel Curtis Nye Smith made an elaborate report to the Ass'n of activities during the past year, and was retained as counsel for the coming year. The recommendations in this report were referred to the incoming Legislative Committee for action.

A recess was taken until 2:45 p. m., at which time the dealers reassembled. An assessment sufficient to meet the anticipated running expenses of the Ass'n for the coming year was voted.

An instructive paper was read by W. A. Wheeler, of the U. S. Dept. of Agriculture, for which he was tendered a rising vote of thanks. From it we take the following:



On motion of Prest. Reynolds Mr. D. I. Bushnes, an old and highly esteemed member of the various Seed Trade Ass'ns was elected as the second Honorary Member of the Ass'n.

The election resulted in the selection of the following: Pres., John A. Smith, Toledo, O.; Vice Pres., William G. Scarlett; Clarence K. Jones, Secretary-Treas'r. Directors for three year term expiring 1922: A. E. Reynolds, John A. Smith, M. H. Duryea.

## TUESDAY MORNING SESSION.

The Tuesday morning session was opened with a discussion of Trade Rules.

It was voted to send the revised draft that had been tentatively adopted, in mimeograph form, to each member of the Ass'n, to be commented on and sent in to Mr. Watts, the Chairman of the Committee, the matter to be disposed of at the Midwinter meeting.

Prest. Smith announced the appointment of the following committees for the ensuing year:

Legislative Committee: A. E. Reynolds, Chairman, Crawfordsville, Ind.; George S. Green, Chicago, Ill.; Wm. G. Scarlett, Baltimore, Md.

Membership Committee: Chas. Dickinson, Chairman, Chicago, Ill.; Clifford Corneli, St. Louis, Mo.; J. Chas. McCullough, Cincinnati, O.

Arbitration Committee: Fred Kellogg, Chairman, Milwaukee, Wis.; E. T. Stanford, Buffalo, N. Y.; H. B. McCullough, Cincinnati, O.; M. H. Duryea, New York, N. Y.; C. C. Massie, Minneapolis, Minn.

Trade Rules Committee: O. T. Watts, Chairman, Louisville, Ky.; Roy G. Edwards, Kansas City, Mo.; J. H. Hiss, Baltimore, Md.; H. W. Doughten, New York, N. Y.; Frank W. Annin, Toledo, O.; Curtis Nye Smith, Counsel, Ex Officio.

The Committee on Memorial to Mr. Henry W. Wood submitted the following:

### MEMORIAL TO HENRY W. WOOD.

Resolved: That this Wholesale Grass Seed Ass'n in Convention assembled, hereby expresses its deep sense of loss in the death of Henry W. Wood, which occurred last January. Mr. Wood was one of the leaders in the organizing of this Association and served as Director for many years, and has always been active and unselfishly useful in the conduct of its affairs.

His advice in legislative matters was helpful for constructive legislation which has been of vital importance in the recent unprecedented development of the seed trade.

His genial personality endeared him to his fellow members who mourn his death as a personal bereavement.

We hereby tender our sincere and heartfelt sympathy to his sorrowing family and to his former business associates.

The convention adjourned, to be convened in midwinter at the call of the Board of Directors.

One of the pleasing incidents of the convention was the presentation to retiring President A. E. Reynolds of a beautiful stick pin, the presentation being voiced by Mr. William G. Scarlett, who referred with feeling to the many years of faithful service that Mr. Reynolds had spent in administering the executive office.

In Attendance Were: B. H. Adams, Decatur, Ia.; W. H. Annin, Toledo, O.; R. W. Baker, Crawfordsville, Ind.; A. J. Barnidge, St. Louis; W. H. Berrett, Salt Lake City, Utah; L. A. Breck, Boston; D. I. Bushnell, St. Louis, Mo.; A. Cheshire, Louisville, Ky.; A. R. Cone, Buffalo; Clifford Corneli, St. Louis; Chas. Dickinson, Chicago; H. W. Doughten, New York.

L. S. Edgecomb, Buffalo; R. A. Edwards, Kansas City; R. M. Eldridge, Kansas City; E. J. Hanke, St. Louis; Geo. E. Hays, Louisville, Ky.; Clarence K. Jones, Baltimore; Maurice Keating, Minneapolis; L. M. King, Minneapolis; Albert J. Mangelsdorf, Atchison, Kan.; Frank H. Mangelsdorf, Atchison, Kan.; C. A. Neal, Philadelphia.

R. W. Palmer, St. Louis; J. G. Peppard, Kansas City; G. A. Petten, New York, N. Y.; Fred S. Plant, St. Louis; C. D. Ross, Louisville, Ky.; Wm. G. Scarlett, Baltimore; R. S. Sheldon, Toledo; Wm. E. Smith, St. Louis; John A. Smith, Toledo; W. E. Stone, Toledo; Hugo Tewele, Milwaukee; George C. Thompson, Minneapolis; S. K. Atkins, Detroit; O. T. Watts, Louisville, Ky.

## Some Aspects of Seed Control.

[From a paper by W. A. Wheeler, in Charge Seed Reporting Service, Bureau of Markets, Before the Annual Convention of the Wholesale Grass Seed Dealers' Ass'n at Chicago.]

Seed legislation has ordinarily been looked upon as a protection to the consumer against unscrupulous methods of unreliable or dishonest seedsmen. Much of the legislation that has been proposed has been approached from this angle, and has been drastic in its provision. It has been destructive in many ways instead of constructive. Because of this characteristic of early seed legislation, the seed trade in the past has generally assumed an antagonistic attitude toward seed legislation. Through the efforts and influence of a large number of the better class of seedsmen in recent years, this attitude is gradually changing from one of strict opposition to all legislation, to one of tolerance of the more reasonable legislation and in some cases even to the extent of a full co-operation with State agencies interested in the proper regulation and handling of the seed business.

As the seed trade is an institution which is necessary in the conduct of our agricultural operations, it is desirable that any legislation or control that is proposed should recognize all of the facts which enter into the conduct of the seed business, as well as the necessary protection of the purchaser of seed.

Seed legislation has certain objects in view, some of which follow:

(a) To protect the purchaser against misrepresentation regarding the seeds purchased.

(b) To prevent the distribution and spread of noxious weeds through the sale of agricultural seeds.

(c) To stimulate the sale and use of strictly high-grade seeds.

(d) To provide systems of merchandising that will assure protection to the purchaser without incurring unreasonable or injurious hardships on the dealer.

(e) To assure the reliable seedsmen who is doing a strictly legitimate seed business the necessary protection from the acts of unscrupulous dealer.

(f) To provide for the adoption of standards of nomenclature and terminology in order to obtain simplicity and accuracy in seed merchandising.

The legislation in the past has in most cases attempted to cover the first three of these purposes, but has ignored to a large extent the last three, or whenever an attempt has been made to protect the seedsmen in his business, this has been obtained by sacrificing in a measure the protection given to the customer.

The legislation of the future should be the product of a thoro cooperation between buyer, seller, and the various agencies which are working for the good of American agriculture. If this is not to be the case, then we are falling short of what should be the aim of the entire seed business.

The seed business as a whole is too great a factor in the success of our agriculture to be played with or manipulated by purely selfish commercial interests, and it is gratifying to note the present tendency towards improvement in policies and methods. In the future constructive legislation will deal largely with the last three objects mentioned. A proper emphasis upon these three kinds of legislation in securing uniformity throughout the seed trade, will I think do more than anything else to accomplish the protection of both buyer and seller without hazarding the interests of either. This may be setting a high aim, but is the only logical one that we should work for. Until that end is reached, or until the right attitude is taken by all interests to reach that end, there will be a conflict of interests in the handling of the seed business.

**The Seedsmen's Disclaimer:** The past and present methods of seed merchandising and lack of regulation to secure uniformity in such methods have made it seem necessary to the seed trade to adopt a protective device which is known as the "Seedsmen's Disclaimer." The stated and implied object of this disclaimer has been to protect the seedsmen from matters in connection with the sale of seeds over which he has no control. It is always assumed without question in the commercial world that an individual or concern is responsible for its acts or the acts of its employees in all matters over which it has control. The use of the disclaimer in the conduct of a legitimate seed business probably has been wholly proper and necessary for the protection of that business. It, however, has been used in many cases as a cloak for the protection of unreliable dealers. This can not be questioned.

Proper legislation with a view to protecting the seedsmen as well as the consumer of seeds will make obsolete the disclaimer in its present form. It may be that some points in the disclaimer, such as guaranteeing productiveness, or assuming responsibility for the crop, may always continue to be appropriate. But the nonwarranty with reference to description, or quality, or purity, will necessarily become obsolete under constructive legislation.

Some of the best seedsmen today recognize that the phrasing, use, and abuse of the disclaimer have been factors in the encouraging of noxious class legislation against seedsmen. I am not assuming that the disclaimer has

not served a purpose, and has not perhaps been necessary in the ordinary conduct of business in the past. As a matter of fact, most agencies that buy and sell seeds, whether they be private or governmental, have used some form of disclaimer in the sale of seeds.

**Protection to Planter:** When one recognizes the vast agricultural production of the country that is governed very largely by the character and quality of the seeds that are used in such production, he will understand the necessity of giving all possible protection to the planter. If it is absolutely impossible under the present systems of merchandising for the dealer to assume responsibility for the seeds which he sells, then it becomes necessary to devise ways and means of changing such systems of merchandising and bringing about a condition which makes it possible for the purchaser of seeds to know exactly what he is buying. Until we reach that end we have fallen short of our aim. I should consider myself derelict if this were not my aim in investigating methods of seed marketing, and I shall certainly do everything in my power to bring about conditions either directly or through legislation which will accomplish this end, and in doing so I expect the hearty cooperation of the best firms in the seed trade.

**Records of Field Seed:** Possibly I am unnecessarily obscure in mentioning these things in the abstract. Let us consider specifically one phase of constructive legislation that might tend to correct present practices and bring greater protection to the seed customer without forcing the dealer to assume responsibility for things presumably beyond his control. If uniform stock records were required of all seedsmen showing certain facts regarding all stocks of seeds handled by them, thus assuring their identity as to source and disposition of such seeds, it would be a simple matter always to trace responsibility for errors which are the result of carelessness. This would construct a chain of evidence at all times covering the actual source or origin of all seed, and I do not believe that we will ever be able to place the responsibility as to the knowledge of these things until uniform records of field seeds are required.

It is true that such records would incur more work, perhaps, than some of the present methods of certain seedsmen, but that is no argument against them unless some better and more economical method can be found of providing for accurate knowledge regarding all seeds that are sold. The one who purchases seeds is entitled to that knowledge. I do not mean that all items of information as to source, time and place of production should be given to the purchaser. Some of these matters are trade information which is not necessary for the protection of the purchaser, but in so far as that information should be available in the seller's record whether given to the purchaser or not, it should be kept and preserved for reference.

**Uniformity in stock records** though, of course, pre-supposing that systems would vary in the details to suit the varying nature of various kinds of seed business, and provision for the inspection of such records, I think will be one of the strongest guarantees to the purchaser as to the reliability of seeds purchased. Such regulation would place the proper share of responsibility with each seedsmen regarding the source, origin, description, and quality of the stock handled by him.

In accepting a shipment of seeds from another seedsmen with the accompanying required statement of facts, his responsibility would include only those factors which covered the handling of the information passed on to him, and facts regarding the seed which can be determined by observation of his own investigation.

In considering all of these matters as they relate to the seed business, one can not help but recognize that the future holds the greatest possibilities in store for the progressive seedsmen. The seed business has made great strides in the past, developing from practically nothing, little more than a century ago up to a very important and necessary business. The future holds much greater opportunities in store for the seedsmen than any period of the past. If the seed business is to come into

## Imports and Exports of Seeds.

April imports and exports of seeds, compared with April 1918, and for the 10 months ending April, 1919, compared with the corresponding months ending April, 1918, as reported by the Bureau of Foreign and Domestic Commerce, were as follows:

	IMPORTS.			
	1919.	April 1918.	10 mos. ending April 1919.	1918.
Flaxseed, bus.	780,966	2,658,026	5,500,015	10,125,247
Castor beans, bus.	79,360	30,271	421,798	949,996
Red clover, lbs.	236,028	261,966	675,497	498,746
Other clover, lbs.	616,720	379,904	9,118,139	6,065,661
Other gr. sds., lbs.	173,451	371,122	3,739,016	5,827,286
Sugar bt, lbs.	25,179	2,427,446	749,385	14,657,442
EXPORTS.				
Flaxseed, bus.	126	4,435	15,434	20,590
Clover seed, lbs.	256,436	321,872	7,584,337	9,328,916
Other gr. sds., lbs.	271,714	182,161	2,909,512	3,386,741



its own, it is going to demand the attention of men specially qualified and educated to conduct that business.

The seed business has reached its present degree of progress through the activities of men, most of whom have drifted into the seed business from some other commercial activity, or as a side line of the grain business, or some other similar line of merchandising. I do not wish to take one iota from the credit due to the men who have built up the seed business, even though they have come from these other lines, but I simply wish to emphasize that the seed business of the future will demand the very best talent that is available for the conducting of such business. I feel that the field is sufficiently large and attractive to invite young men to qualify themselves particularly for this business.

### Liability for Injury of Grain Scooper.

The Supreme Court of Wisconsin on Apr. 29 affirmed a judgment of the lower court granting Elmer Emerson \$1,102 damages for injuries sustained while unloading a cargo of screenings from the steamer LaSalle at Superior, Wis., July 30, 1916.

At the time of the accident Emerson and another man in the hold had just got up to the marine leg with a full power shovel and dumped it. After they turned around and started to drag the shovel back the clutch engaged, the shovel was jerked out of their hands, Emerson fell and his foot was caught by the buckets on the belt of the elevator leg and seriously injured. The ropetender had pulled the rope controlling the clutch too soon.

When Emerson brot suit the defense was that they were fellow servants engaged in the same work, unloading the vessel; but the court held otherwise because the owners of the grain, Minneapolis parties, had made separate contracts with the defendant, American Milling Co. and the stevedore company whereby the defendant company contracted to store the grain, and furnish the marine leg, shovel, and power to operate them, and also the rope tender, and the stevedore company contracted to take charge of the appliances in the hold of the vessel and furnish the necessary men to operate them and get the grain to the foot of the marine leg.

Both the stevedore company and Emerson had elected to come under the provisions of the Wisconsin Workmen's Compensation Act (Laws 1911, c. 50), and Emerson filed a claim for his injury under the act which was allowed and paid in due course, whereupon Emerson assigned his cause of action against the defendant to his employer, the stevedore company, which in turn assigned it to the Georgia Casualty Co., which had insured the risk and paid the award.

The court held Emerson and the rope tender were not fellow servants because they were not under the control of the same master.—172 N. W. Rep. 148.

### Conference of Dust Explosion Experts.

A general conference of men engaged in the grain dust explosion prevention campaign was held at Chicago June 16-18 under the auspices of the Bureau of Chemistry and Bureau of Markets, U. S. Department of Agriculture.

The opening address was delivered Monday morning by D. J. Price. Each topic on the program was discussed by those present, each speaker being limited to three minutes. L. E. Harmon talked on "Attrition Mills and their Relation to Dust Explosions and Fires." He was followed by L. A. Fitz, whose subject was "Grinding Machines Exclusive of Attrition Mills, Their Relation to Dust Explosions and Fires."

Other speakers and their subjects were: H. H. Brown, "Inert Gas; Proposed Installation in Mills and Elevators"; B. W. Dedrick assisted by J. O. Reed, Fred H. Stone, and R. H. Black, "Dust Collecting Systems: Types, Installations, Uses and their Relation to Dust Explosions and Fires"; G. A. Hibbard, "Suction Systems; Important Points of Application"; E. L. Riley, and L. J. Court, "Dust Removal Methods in Elevators (Other than Dust Collectors)"; H. J. Helmkamp, "Dust Removal Methods in Mills (Other than Dust Collectors)."

Practically all of Tuesday forenoon was taken up with papers on static electricity in elevators, milling and threshing machines and cotton gins, the speakers being H. W. Hildebrand, Paul E. Brady, G. P. Bodner, H. E. Roethe and H. H. Brown. Vernon Fitzmons read a paper on "Aspirating Systems; Their Relation to Cause and Prevention of Dust Explosions."

Tuesday afternoon, W. A. Noel, G. P. Bodner and M. E. McCollam had for their topic "Choke Ups: Methods of Prevention"; E. N. Bates, "Belt Rubbing and Slippage"; L. I. Yaunick, "Country Elevators, Dust Prevention Methods"; W. B. Lind, "Country Elevators: Grain Cleaning Machinery"; G. W. Crawford, "Lighting Systems in Country Elevators and Small Mills," and G. D. Witmer, "Guards for Electric Bulbs and Methods for Bin Determinations."

The session began Wednesday morning with C. U. Swanson as the speaker, his subject being "Dust Explosion Demonstrations with Various Dusts: Comparison of Apparatus used and Development of Suitable Device for Mill Superintendents"; J. W. Bonham, "Fire Departments and Explosions"; H. R. Brown, "New Construction: Its Relation to Dust Explosions"; L. C. Benedict, "Laboratory Work as Related to Field Investigations."

In the afternoon, there was a discussion of the results of the grain dust explosion prevention campaign in the various districts, the speakers being L. E. Harmon and H. R. Brown representing the Eastern District; B. W. Dedrick, Central; C. H. Bennett, Southern; L. A.

Fitz, Southwestern; C. H. Bailey and Vernon Fitzmons, Northwestern, and C. C. Ruth and W. A. Noel the Pacific Coast District, each speaker being limited to 15 minutes. D. J. Price also gave the general results of the campaign and spoke of the future of grain dust explosion work.

A special meeting was also arranged by D. J. Price of the Chiefs of the District. Among the informal entertainment features was a dinner Monday evening at the Parkway Hotel.

### British Dealers to Combat Government Interference.

The Imperial Commercial Ass'n has been incorporated in London as a company limited by guarantee. It is not formed for the purpose of profit, but to promote certain objects which will be of advantage and serve as a protection to British trade and traders.

It will act as a medium between all traders and the government and co-operate with all other existing bodies; it will resist all forms of restriction or control which threaten to destroy individual enterprise; procure adequate representation of the business community on all government committees likely to affect trade; educate the public on the importance of trade development and will advocate such measures as may be necessary to prevent the export of raw materials and foodstuffs until the requirements of British manufacturers and consumers have been reasonably satisfied; prevent wasteful government expenditure; see that adequate transport facilities are had between various parts of the Empire; combat public inefficiency or unfair conditions which are a hindrance to legitimate business of the individual and preserve the right for every business man to carry on his affairs with as little official interference as possible; where state control is necessary to have all angles explained to the government in order that all may have fair consideration; to place unreservedly at the disposal of the government the knowledge, experience and advice of its members upon all matters pertaining to trade and commerce.

All individual members must be British born; a firm must be three-fourths British in order to be represented; limited and charter companies must have 75 per cent of their capital and voting power in the hands of British birth and must have neither a director nor manager who was born a subject of any enemy country.

The number of members is unlimited. Each member is liable for such amount as may be required up to £1 in the event the company winds up while he is a member, or within a year afterward. Leading grain and produce merchants are members, among them J. H. Bovill, deputy chairman London Corn Exchange.



Numbers in the Portrait Indicate the Following Persons: (1) Prof. C. H. Bailey, Minneapolis; (2) W. B. Lind, Minneapolis; (3) B. W. Dedrick, Chicago; (4) Vernon Fitzmons, Minneapolis; (5) D. J. Price, Washington; (6) G. P. Bodner, New Orleans; (7) H. R. Brown, Washington; (8) Paul E. Brady, Minneapolis; (9) C. O. Swanson, Manhattan, Kans.; (10) L. J. Court, New Orleans; (11) G. H. Baston, Washington; (12) Dr. J. W. T. Duvel, New York; (13) G. A. Hibbard, Chicago; (14) H. W. Hildebrand, Galveston; (15) Dr. G. A. Hulett, Princeton, N. J.; (16) Dr. H. H. Brown, Washington; (17) Prof. L. A. Fitz, Manhattan; (18) C. H. Bennett, New Orleans; (19) R. H. Black, Minneapolis; (20) Joe D. Morgan, Kansas City; (21) J. W. Bonham, Manhattan; (22) E. N. Bates, Washington; (23) J. O. Reed, Washington; (24) E. L. Riley, Buffalo; (25) H. J. Helmkamp, Washington; (26) H. E. Roethe, Washington; (27) C. R. Haller, Minneapolis; (28) C. M. Fritz, Chicago; (29) M. E. McCollam, San Francisco; (30) G. D. Witmer, Chicago; (31) L. C. Benedict, Washington; (32) W. A. Noel, Washington; (33) G. W. Crawford, Minneapolis; (34) C. C. Ruth, Portland, Ore.; (35) Fred H. Stone, Manhattan, Kans.



### Feedstuffs Trade Troubles.

[President Harold A. Abbott, before the American Feed Manufacturers Ass'n at St. Louis.]

Questions requiring consideration of a well organized force, potent, yet respected by those with whom it must come into contact, seem to be bobbing up more numerous than ever. Your executive committee has been constantly in touch with vital issues and watched with care their development. Special meetings of the committee have been of frequent occurrence, and in many instances special committees have been appointed selected from the membership most directly affected to aid in solving such problems. This was particularly true during the period of war requiring as it did many trips to Washington and close co-operation with the food administration. The work of these committees has been painstaking and capable, and the means of accomplishing great good for the ass'n, and rendering a service to the industry and country at large of which it should be justly proud. These trips have been at the personal expense of such individuals, and at all times has been characterized by an unselfish desire to lend a helping hand for the good of all.

May I, as your president, indulge in an expression of profound appreciation to the executive committee and membership for its loyal support, and particularly to those who so willingly responded to special call.

The sec'y has, as usual, very faithfully and efficiently applied himself to the interests of the ass'n. Many more matters have required his attention than in any previous year, making necessary frequent trips on the road, yet I believe you have all found any inquiries directed to the Ass'n office promptly and satisfactorily handled.

The Sec'y maintains an up-to-date record of registered trade marks, and to avoid duplications or infringement upon brands already in use it should be the duty of all to check with the sec'y any contemplated new trade name. This is important and should be observed, as it will often save you and others much annoyance and possible misunderstanding. If you are in doubt regarding any point and wish assistance in the filing of the annual state registrations do not hesitate to ask for advice.

Altho the Food Administration could not recognize in its deliberations any organized ass'ns, yet some of the ablest men of our Ass'n were called into consultation for the purpose of assisting in arriving at an amicable understanding, so that business could be continued thru normal channels and not utterly paralyzed by hasty and inexcusable decisions, or unnecessary restrictions.

The feed trade, adapted itself to the needs of war emergency conditions, and as a whole has unquestionably acquitted itself with honor. A patience and forbearance under many restrictive regulations was exhibited, which is worthy of praise, instead of the criticism too often aimed at the mixed feed business unfairly and unjustifiably by persons lacking the proper knowledge of the situation.

The scarcity of mill feeds during the period of price regulation was one of the chief allegations blamed upon it. The history of that has many times been exposed in the columns of the trade journals. Mill feed prices fixed as a result of insistent demand by the dairy farmers at \$20.00 per ton or more under their relative value compared with corn, naturally upset the normal consumption demand and coupled with a short production based on flour milling requirements created an abnormal situation, and a scarcity which in no way could be properly charged to the mixed feed industry. As matter of explanation it might be said that mixed feed manufacturers during this very period were never able to secure but a fraction of their normal requirements and some not any. Yet such charges were made, and undoubtedly was one of the factors instrumental in engendering dissatisfaction and distrust in the minds of many.

Notwithstanding this the commercial mixed feed industry enjoyed during the past two years the greatest business of its history, which should be its vindication and proof of the real economical value in modern farm life.

**Throttling Business.** The ruling last fall of the New York Food Commission, as well as the Gore amendment introduced in Congress, are examples of frenzied effort to throttle honest business. Both in their original form were unworkable and unenforceable and so ridiculous as to make them laughable, if it had not been for the fact that during a national crisis such a law might have actually been placed upon the statute books if proper light had not been thrown upon the subject in ample time and sufficient volume to prevent its passage.

The New York State ruling ran the gamut of many alterations, but finally was issued as a war time measure long after the signing of the armistice, although much evidence and testimony had been introduced in opposition. Subsequently it became void at the termination of the life of the commission by which it was issued.

Later during this past spring a similar measure was introduced thru the influence of the same factors in the New York State legislature.

This likewise contained many experimental and unenforceable provisions, and which in reality would have meant to the feed consumer no constructive benefit. Fortunately this bill failed to pass.

As for the Gore amendment, after several weeks in conference committee it met the fate it deserved—Defeat.

In the last session of Congress a new feeding stuffs bill was introduced by Congressman Lever, but as this was not presented until the last day of the session it died in committee with the expiration of Congress. To date no feed bill has appeared and it is, of course, uncertain just what attempt will be made at the present session.

Now the food administration regulations have been removed, a tendency is being exhibited to drift away from some of the sound and desirable merchandising features in vogue under government regulation. I refer particularly to the question of making sales beyond a sixty day period, which under usual conditions does not seem to be warranted. Many have also availed themselves of the privilege of shipping 20 ton cars and less in some sections, authorized of course by the railroad tariffs, yet the practice should be discouraged as much as possible as there is little question in the minds of most merchants that greater economy both in manufacturing and sales distribution can be effected by the maintenance of a 25 or 30 ton carload minimum.

### 60,000-Bu. Concrete Elevator at Mondovi, Wash.

The reinforced concrete elevator illustrated herewith was completed recently by the Davenport Union Warehouse Co. at Mondovi, Wash.

It is divided into four main tanks, each 16' in diameter, with four interstice bins of various sizes. The interstice bins give combined storage capacity for 12,000 bus. of grain, and are placed over a 1,000-bu. per hour cleaner.

Grain is received over a 15-ton Howe Wagon Dump Scale, under which are two receiving pits of about 250 bus. capacity each. From these pits the grain is spouted by gravity direct to either of the two main elevator legs, each of which will handle 1,500 bus. per hour. Either leg will deliver grain to any of the bins, or thru the 1,500-bu. Sonander Automatic Scale used for weighing grain to cars.

Power for the operation of the plant is furnished by an 18-h.p. gasoline engine located in a fireproof basement under the office.

The elevator was designed and constructed by Alloway & George.



60,000-bu. Concrete Elevator of Davenport Union Warehouse Co., at Mondovi, Wash.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Little Rock, Ark.—At the annual election of the Grain Exchange, the following officers were elected: Pres., Dan Daniel, who is also chief inspector and weighmaster; Vice-pres., Guy F. Williams; sec'y.-treas., August Probst; directors, Claude M. Burrow, F. Kramer Darragh, Hal K. Cochran, E. L. Farmer and J. F. Weinmann.—August Probst, sec'y.-treas.

Little Rock, Ark.—Until Oct. 1, wholesale grain dealers, jobbers and mills will close their places of business every Saturday at 1 o'clock for the purpose of giving their employes a half holiday during the hot weather. This was secured by Dan Daniel, pres. of the Little Rock Grain Exchange.—August Probst, sec'y.-treas. Little Rock Grain Exchange.

## CALIFORNIA

San Francisco, Cal.—R. B. Splivalo, formerly of C. R. Splivalo & Co., and S. A. McLean, formerly of S. A. McLean & Co., have formed a partnership under the name of Splivalo, McLean & Co. They will do general grain business.

Sacramento, Cal.—Gordon K. Russell, formerly with Lewis, Simas, Jones Co. of San Francisco, and David Macaulay, formerly with Scott, Magner & Miller of San Francisco, have formed a partnership to deal in grain, hay and beans.

## CANADA

Montreal, Que.—A. Martineau, grain dealer, has recently registered.

Montreal, Can.—W. E. Mahon & Co. have been registered to deal in grain and hay.

Clairmont, Alta.—The elvtr. belonging to the Alberta Pacific Elvtr. Co., Ltd., burned recently.

Montreal, Que.—Simons, Day & Co. have opened a Montreal office under the management of K. G. Strachan.

Winnipeg, Man.—B. J. Ostrander & Co., Ltd., grain dealers, have been incorporated with a capital stock of \$50,000.—B.

Port Arthur, Ont.—A 750,000-bu. annex is being added to the Canadian National Elvtr. This addition will give it a capacity of 6,000,000 bus.

Ft. William, Ont.—The membership of W. F. Rourke in the Grain Exchange has been transferred to W. F. Campbell, and that of S. McLeish to L. Sealy.

Saskatoon, Sask.—On June 5 the plant of the Quaker Oats Co. was damaged by fire to the extent of \$350,000, with a loss of 50,000 bus. of wheat, corn, oats, and barley.

Ottawa, Ont.—The construction of an interior terminal elvtr. to cost not more than \$1,000,000 has been recommended by the agricultural com'te of the House of Commons.

Strathcona, Alta.—I expect to engage in the grain business in the Peace River or Edmondston district. I have been agt. for the Rocky Mountain Elvtr. Co. with general offices at Great Falls.—G. W. Shreener.

Kingston, Ont.—Kingston has been proposed as a national harbor, and a terminal for the grain trans-shipping trade when the new Welland Canal is completed. The authorities are studying the harbor with a view to selecting the points best suited for the erection of government grain elvtrs.

Ottawa, Ont.—Amendments to the Canadian Grain Act provide for a board to be known as the board of grain appeals, to consist of three members who must be grain experts and who shall hold office for a period of ten years. The offices of the board will be located at Fort William. There will be a survey board at Calgary for the district of Calgary. The amendments require that all track buyers and owners and operators of warehouses and mills, and all grain commission men shall take out annual licenses. They shall not buy from their own account any grain assigned to them for sale on commission.

Kingston, Ont.—James A. Richardson, pres. of the grain firm of James Richardson & Co., and his sister, Miss Agnes Richardson, have presented the city with a bathing station erected at a cost of \$40,000, in memory of their brother, Capt. Geo. T. Richardson, who was killed in action in France.—B.

## COLORADO

Genoa, Colo.—C. H. Stramp has let contract for the erection of a 16,000-bu. studded and iron clad elvtr. to A. F. Roberts.

Ault, Colo.—J. G. Wooding is now mgr. of the Ault Exchange Co., which has purchased the Ault Mill & Elvtr. Co. from J. K. Mullens.

Genoa, Colo.—J. A. Stinson has bot the elvtr. here and Chas. Stramp has let the contract for a 16,000-bu. plant.—W. G. Rollin, Jennings, Kan.

Sterling, Colo.—Until March 1, I was mgr. of the Farmers Union Co-operative Ass'n. elvtr. in Inland, Neb. I am now in the wholesale grain, hay, and feed business.—H. W. Eller.

## IDAHO

Nampa, Ida.—The Farmers Society of Equity is planning to build a mill with a capacity of 100 bbls. a day.

Joel, Ida.—The warehouse of the White-Dulany Grain Co. is being repaired by the Glasser Construction Co.

Moscow, Ida.—The warehouse of the White-Dulany Grain Co. is being repaired. Glasser Construction Co. is doing the work.

Preston, Ida.—E. S. Fisher is the new mgr. of the Inter Ocean Milling & Elvtr. Co. A great many improvements are planned by the firm.

Nampa, Ida.—It is understood that the Colorado Milling & Elvtr. Co. has decided to erect a big 400-bbl. flour mill and an elvtr. of about 185,000 bus. capacity, increasing its local storage facilities to approximately 250,000 bus. The improvements will cost about \$300,000. It is also understood that the company expects to build concrete elvtrs. at Kuna, Melba, Bowmont, and Stoddard's Siding, next year.

Moscow, Ida.—At the third trial, decision was rendered in favor of the Mark P. Miller Milling Co., in its suit against the Moscow Union Warehouse Co. In the spring of 1918 the Milling Co. bot a split special pile of wheat stored by Jas. H. Dye in the Union warehouse. The mgr. of the Union refused to deliver the full number of bags as called for by the tickets, even after Dye had given written order for full number of bags. The case is important as deciding whether any grain buyer can recover that part of split pile as indicated by special pile tickets when the owner has agreed to deliver the full amount. The jury was composed mostly of farmers.

## ILLINOIS

Peoria, Ill.—L. E. Slick is moving here from Bloomington.

Biggsville, Ill.—F. F. Abbey contemplates improving his elvtr.

Irving, Ill.—A new co-operative elvtr. company is being organized.

Sullivan, Ill.—R. C. Parks has opened a grain broker's office here.

Roberts, Ill.—J. L. Mast is now mgr. of the Farmers Elvtr. Co.—T.

Farmington, Ill.—Construction of the new Farmers Elvtr. has started.

Derby, Ill.—Geo. Walker & Co. have sold their elvtr. to E. E. Hamman.—T.

Sadorus, Ill.—The Sadorus Grain & Coal Co. is building a new engine room.

Roberts, Ill.—L. E. Mast of Melvin is the new mgr. of the Farmers Grain Co. here.

Quincy, Ill.—I have added an addition to my elvtr. at Ursa, Ill.—George McAdams.

Gibson City, Ill.—E. E. Hamman has purchased the elvtr. of Geo. Walker & Co.—T.

Cuba, Ill.—The work on the elvtr. of the Co-operative Elvtr. Co. is progressing rapidly.

Humrick, Ill.—Fire from a locomotive spark caused \$50 damage May 31 to the office of Frank Jones.

Ludlow, Ill.—Lightning damaged the elvtr. of the Ludlow Elvtr. Co. July 17 to the extent of \$1,000.

Texas City, Ill.—I am contemplating leaving the grain business in the near future.—W. L. Garner.

Eldred, Ill.—Elmore & Lemon have purchased the elvtr. here belonging to the Advance Mill Elvtr. Co.

Mechanicsburg, Ill.—The Mechanicsburg Farmers Grain Co. will soon have its new elvtr. completed.

Colona, Ill.—Farmers at this place have begun building an elvtr. as was erroneously reported.—T.

Towanda, Ill.—The elvtr. of the Towanda Grain Co. has been equipped with a gasoline engine of 15 h. p.

Kankakee, Ill.—J. B. Wayne of Rock Island is looking over the elvtr. situation, with a view to locating here.

Verona, Ill.—The farmers have purchased the elvtr. from William C. Walsh. A mgr. has not yet been secured.

Patoka, Ill.—The Patoka Farmers Co-operative Elvtr. Co. incorporated; capital stock, \$25,000. An elvtr. will be built.

Manteno, Ill.—Mr. Bishop has gone to Sydney, Ill., where he will be mgr. of a newly organized Farmers Elvtr. Co.—T.

Prospect (Rantoul p. o.), Ill.—It is said that F. E. Yates has sold his elvtr., but he reports that the deal has not been closed.

Canton, Ill.—I have no information of a new elvtr. being built by farmers at this point.—George Morrow, agt., Buckley & Co.

Weston, Ill.—C. E. Graves & Co. will soon begin the erection of a 36 by 72 brick building now occupied by their east grain office.

Cairo, Ill.—Ichtertz & Watson of St. Louis have opened their brokerage offices in the Halliday Estate Building. J. A. Jakle is mgr.

Cairo, Ill.—James E. Bennett & Co. of Chicago have opened offices in the Halliday Estate building, and will put in a private wire.

Newman, Ill.—The Farmers Grain Co. is building an addition to its elvtr., increasing its capacity, and making it thoroughly up-to-date.

Farmersville, Ill.—Delbert Freeman has accepted the position of mgr. of the Farmersville Elvtr. Co. recently capitalized at \$40,000.

Butler, Ill.—The new elvtr. for the Butler Farmers Co-operative Elvtr. Co. is rapidly being finished, and will soon be ready for use.

Washington, Ill.—I am now sole proprietor of the Washington Mill & Elvtr. Co., and I assume all debts and obligations.—Theo. Roehmer.

New Douglas, Ill.—The Prange Milling Co. is erecting a large, modern, two-room, brick, and fire-proof office building on its milling property.

Owaneco, Ill.—W. H. Barrett has sold his elvtr. to J. J. Connerly of Taylorville, Ill., who recently sold his elvtr. at Millersville to Clark Bros.

Tremont, Ill.—Henry Getz has resigned his position with the Tremont Farmers Mutual Grain Co. to accept one at the S. A. Haywards elvtr.

New Douglas, Ill.—The daughter and son-in-law of Martin Grief, our head miller, were instantly killed by lightning June 16.—Range Milling Co.

White Heath, Ill.—Julius C. Flanagan, aged 78, died at Champaign May 30. He was a grain dealer for many years, having sold out his business in 1904.

Shipman, Ill.—Shipman Elvtr. & Supply Co. incorporated; capital stock, \$22,000; incorporators, Walter W. Whitaker, Lemuel B. Mannings and George F. Kahl.

Plymouth, Ill.—John F. Hedgcock of Birmingham was elected pres. of the new Farmers Elvtr. Co. of this place. The company has taken over the old Smith elvtr.

Joy, Ill.—W. Denen, who for the past six years has been associated with the C. J. Heath Co. and Farmers Grain and Coal Co. at Aledo, has purchased from Omer Finch the Finch Grain & Coal Co.'s business at Joy.



Peoria, Ill.—Stacey Grain Co. incorporated; capital stock, \$30,000; incorporators, William Stacey, E. R. Murphy, Frank Walker, J. A. Peters, and W. T. Eliff.

Windsor, Ill.—A. C. Crays of East Chicago, a former banker here, has sold his interest in the Windsor Grain Co. to J. H. Wallace, who now owns most of the stock.

Shipman, Ill.—The newly organized Farmers Elvtr. & Supply Co. has bot the elvtr. of F. S. Shultz and will operate it on a co-operative basis. Earl Kahl is mgr.

Decatur, Ill.—The Shellabarger Elvtr. Co. is planning to erect two concrete storage tanks with a capacity of 17,500 bus. each, and brick or steel hay shed 130 by 40 by 14.

Cairo, Ill.—Mrs. P. J. Thistlewood, widow of J. Thistlewood, mother of John and Arthur Thistlewood, of the firm of Thistlewood & Co., died on June 3, at the age of 71 years.

Carrollton, Ill.—The stockholders of the Carrollton Farmers Elvtr. Co. have voted to increase the capital stock from \$15,000 to \$30,000. Five shares may be held by one person.

Heman, Ill.—The Heman Farmers Elvtr. Co. incorporated; capital stock, \$50,000; incorporators, H. E. Roberts, Joseph T. Tucker, J. E. Brown, F. K. Janvrin and Fred B. Rogers.

Clinton, Ill.—R. E. Wacker of St. Louis has been elected the new mgr. of the E. B. Conover Grain Co., succeeding John Rhodes, who has one to Chicago to accept a similar position.

Ransom, Ill.—P. C. Allen, who has been mgr. of the Farmers Elvtr. Co. for the past six years, as resigned to accept a similar position at Pantano. Mr. Jacobs of Yorkville will fill the vacancy here.

Roanoke, Ill.—The new concrete elvtr. of the Roanoke Farmers' Ass'n is nearing completion. White cement paint is being applied and the riveways are being put in so that it will soon be ready to receive grain.

Tuscola, Ill.—The Chamber & Foote elvtrs. here have been sold to Ernest Orendorf of Mattoon and Wilbur Goodspeed of this city. The coal sheds and business were included in the sale. Chamber & Foote still own a large elvtr. at Hayes, which is to be sold.

Pekin, Ill.—The Pekin plant of the Corn Products Co., with a present capacity of 40,000 bus. of corn per day is to be enlarged to a capacity of 65,000 bus. New buildings will be erected, and new equipment will be added.

Dwight, Ill.—The Farmers Elvtr. Co. has completed arrangements and plans for a new office building. The excavation has already begun and the foundation of cement blocks will soon be started. The building will be 36 by 24 feet.

Reddick, Ill.—Forty farmers near here have formed an ass'n and purchased three elvtrs. They have taken over the present elvtr. here, and the partially completed concrete elvtr. being erected four miles from here on the Unz site.

Peoria, Ill.—The grain business of the late A. J. Tyng will be continued under the name of Tyng Grain Co. George H. Krieger, Henry A. Miller, and Homer H. Dewey have made application to incorporate, with capital stock of \$15,000.

Chenoa, Ill.—Boughton & Harlan have bot the line of elvtrs. belonging to Graham & Bennon of Chenoa, Ill., taking possession July 21. The elvtrs. are located at Chenoa, Ba'land, and Ocoya. W. W. Boughton will be mgr.—Boughton Bros., Wellington.

Buckley, Ill.—The Buckley Farmers Grain Co. is having extensive improvements made, including hopper bottoms on bins, an alley way to the railroad track to facilitate the loading of cars and galvanized metal covering on the sides of the cupola. George Howard is doing the work.

Girard, Ill.—I have recently purchased the business, formerly operated by P. S. Carter & Co. The main office here comprises grain elvtr., wholesale and retail feed and flour, a large hay shipping business, and in addition all the business of two branch houses is handled thru this office.—W. F. Alford.

Farmersville, Ill.—The Illinois Public Utilities Commission has issued an order requiring the Central Illinois Public Service Co. to furnish electric current to the Farmersville Co-operative Elvtr. Co., without the elvtr. company being required to deposit \$2,704 to cover cost of substations in Farmersville and Girard, and the cost of increasing voltage between these two places, and that such service shall be rendered in accordance with schedules of the public service company on file with the commission.

Macon, Ill.—Coyne & Whealon have sold their elvtr. to a new firm to be known as Livergood & Sackett. Members of the firm are R. F. Livergood of Stonington and J. W. Sackett, a farmer of near Blue Mound. The elvtr. was owned by R. B. Andrews for many years. Mr. Livergood will be mgr.

Godfrey, Ill.—The Godfrey Co-operative Elvtr. Co. has elected the following officers and directors: Louis Joehl, pres.; H. B. Koeller, vice-pres.; B. B. Koch, sec'y; Andrew T. Hawley, treas.; Louis Lagermann and Otto Budd, additional directors. At a recent meeting the vote was unanimous to erect a concrete elvtr.

Niota, Ill.—The new company here is organized under the name of Farmers Elvtr. & Supply Co. of Niota, with capital stock of \$20,000. Harmon Juettemeyer is to be mgr. The company has bot the old elvtr. belonging to L. M. Kaser and will use it until a new one is built.—H. J. Marks, mgr. Adrian Elvtr. Co., Adrian, Ill.

Baker (Leland p. o.) Ill.—The large elvtr. of the Baker Farmers Elvtr. Co. burned the night of June 4, with 10,000 bus. of oats and corn. The loss on the elvtr. amounted to \$4,500, with \$3,000 insurance. The grain loss was \$6,000, with a salvage estimate of \$2,500, making a net loss of \$3,500. The insurance on the grain was \$1,000.

Springfield, Ill.—There will be a meeting of the Illinois Grain Dealers Ass'n at the Leland Hotel, Springfield, Monday, June 30, at 1 p. m., for the purpose of discussing the handling of the 1919 wheat crop. Pres. Horner, our representative at the New York conference, will give a resume of that meeting, and it is expected that Bert H. Lang and Howard B. Jackson, zone agts.

Bulpitt, Ill.—The Farmers Grain Co. has taken over the elvtr. it recently purchased of Twist Brothers. Albert Purnell, who was mgr. of an elvtr. at Pawnee and Bulpitt several years, has been appointed mgr. of the Farmers Grain Co. Vivian Petrie, in charge of the elvtr. under its former ownership, will be transferred to Rochester as mgr. of one of the elvtrs. belonging to Twist Brothers.

Tilden, Ill.—We are just completing a 10,000-bu. elvtr. with the necessary controlled dump and cleaners and hopper scales, and automatic scale for loading, and also a warehouse 30 by 60 feet for storage. In connection we will handle flour, feed, hay, and all kinds of field seeds, fertilizers, and most anything the farmer needs. We are incorporated for \$15,000. Our officers are: A. R. Lindsay, pres.; A. R. Ottesen, sec'y; and M. S. Byrd, treas. and mgr.—M. S. Byrd, Tilden Mill & Elvtr. Co.

Bloomington, Ill.—A petition for an injunction has been filed to the circuit court by the Hasenwinkle Grain Co. against W. C. Means, county collector of taxes. The complainant avers that they paid the taxes levied by the local assessor. The State Board of Equalization made an assessment of \$3500 against the corporation, which assessment was certified to the county clerk of McLean county. Taxes were extended by him in the sum of \$236.95. This appears to have become a lien on the property and franchise of the corporation, and the county treas. has threatened proceedings against the corporation.

Galva, Ill.—The new firm that bot the Geo. W. Cole elvtr. at Adair will be known as DeForest Bros. & Co. Samuel T. DeForest, a member of the firm, has had considerable experience in the grain business, and was in the cash grain department of James E. Bennett & Co. previous to his 19 months' service in the army. Steve Garrigan, another member of the firm, is an extensive farmer and livestock dealer near Galva. I was mgr. of the firm of Heflebower & Peterson for two years and a half. Previous to that I held other positions as mgr. In addition to the grain business, we shall handle coal and feed. Improvements will include a new attrition mill for grinding, a new office, and a truck scale.—Dewitt DeForest.

## CHICAGO NOTES.

The directors of the Board of Trade have reinstated J. F. Murphy.

The Board of Trade will be closed July 5, by order of board of directors, adopted June 24.

W. A. Walters of Le Roy, Ill., has been elected to membership in the Chicago Board of Trade.

J. W. Young and W. H. Hubbard have posted their Board of Trade memberships for transfer.

C. E. Wirt, William Tomlinson, and L. C. Dillon have applied for membership in the board of trade.

The regular elvtr. capacity of Chicago is now 12,730,000 bus., the board of directors having declared the National Elvtr. with a capacity of 1,000,000 bus. regular.

George E. Newman is to be mgr. of the Chicago office of the Northern Grain & Warehouse Co., Portland, Ore. He has been with Rosenbaum Bros. for fourteen years.

Al V. Booth was presented recently with a beautiful engrossed copy of resolutions adopted by the Liberty Loan Com'ite of the Board of Trade, of which he was chairman.

While prowling in the rear of the plant of the Northwestern Malt & Grain Co., Anthony Karno, a laborer in a can factory, was shot and killed by William Erickson, a patrolman. Erickson says that the man was stealing grain.

The Armour Grain Co. reports that 160,000 bus. of No. 2 and 3 grades of corn taken into the Armour A, B, and C houses last month is out of condition, owing to the hot and humid weather, and under the warehouse law they are obliged to post it.

A clause has been inserted in the agreement between the board of trade and elvtr. owners and absolving them from responsibility in any way for any discrepancy between the Illinois state grain inspection and the federal government inspection on grain shipped from regular houses.

Moses Rothschild is back in the game on the Chicago Board of Trade. He has been in another line of business in New York for ten months. In addition to running the firm of Moses Rothschild Co., Mr. Rothschild will handle the Southwestern business of the Adolph Kempner Co.

The Grain Com'ite of the Board of Trade has recommended that: "On all sales of barley for future delivery, the contract grade shall be No. 2 barley; provided that upon all sales of barley for future delivery No. 1 barley may be applied at the contract price and No. 3 barley may be applied at a discount of five cents per bushel under the price for No. 2 barley."

An increase in grain storage rates is provided for in an amendment to Sec. 1, Rule 21, of the Board of Trade, ordered posted for ballot by the directors. After Jan. 1, 1920, the regular public warehousemen will be permitted to raise the rate from one cent to 1 1/4 cents per bushel for the first 10 days, and from 1/25 to 1/20 cent for each additional day thereafter.

We have bot the warehouse, corn mill, and elvtr. from the Washburn-Crosby Flour Mill Co. at Clearing. The plant is 272 feet long by 72 feet wide; warehouse 200 feet by 72 feet; elvtr. proper 40 ft. by 72 ft., four stories. We are going to use the warehouse just as it is. We are putting in bean machinery and machinery for grinding corn, cracked corn, oats, and other feed; also going to handle peas for splitting.—Kimball-Martindale Co., Bay City, Mich.

Changes in the rule governing the delivery of grain standing on track on contracts for future delivery made in the pit were considered at a meeting of the trade June 20, to improve a condition that had been called to the attention of the directors of the Board of Trade by the Grain Receivers Ass'n. At present the practice is to furnish inspection certificate and order the car to an elevator, to make tender before unloading; and the receivers would like to make delivery when the car is actually on track tho all the documents have not been received. The Com'ite on Rules is at work on an amendment that will be submitted to the directors, if any improvement can be made.

## INDIANA

Bluffton, Ind.—The farmers are organizing an Equity Union Exchange.

Lincoln, Ind.—The Lincoln Grain Co. has sold out to the recently organized Lincoln Elvtr. Co.

Hoagland, Ind.—The Farmers Co-operative Co. has taken over the elvtr. of Ed. F. Koenamann & Co.

Elnora, Ind.—About \$25 in cash was stolen from the Elnora Elvtr. Co. during the absence of Mr. Dowden.

Lucerne, Ind.—The newly organized Farmers Co-operative Elvtr. Co. has bot the elvtr. here of O. Gandy & Co.

Bippus, Ind.—The Bippus Co-operative Ass'n incorporated; capital stock \$10,000, to deal in livestock, grain and feed; incorporators, Edw. Wetters, Clarence D. Eberhart and W. Albert Bickel.



Sweetsers, Ind.—The Farmers Co-operative Elvtr. Co. has bot the Sweetsers Grain Co.—Sweetsers Grain Co.

Ockley, Ind.—We shall make improvements after harvest on the elvtr., which we recently bot.—Mattix & Smith.

Whiteland, Ind.—Valentine & Valentine have just completed the installation of a new 20-ton truck scale at their elvtr.

Sandusky (Greensburg p. o.), Ind.—The Sandusky Farmers Elvtr. Co. increased its capital stock from \$10,000 to \$20,000.

Mellott, Ind.—The McCardle & Page Elvtr. Co. is rebuilding its elvtr. Bert Page is mgr.—Nixon & Van Deventer, Attica, Ind.

Rochester, Ind.—The farmers of Rochester county are taking steps to organize a company to buy or build a community elvtr.

Indianapolis, Ind.—The Grain and Hay Club will give a chicken dinner and outing at Mooresville on Thursday evening, June 26th.

Rob Roy, Ind.—Ed Foster of Attica bot Jones Bros. elvtr. at Rob Roy, possession to be given at once.—Nixon & Van Deventer, Attica.

Montpelier, Ind.—I am building a new warehouse that will be 40 by 80 feet. I shall use this for a retail hay house.—H. L. Walker.

Monroe, Ind.—A fire starting in the engine room of the Burk Elvtr. the morning of June 9 was controlled before it had done much damage.

Royal Center, Ind.—The Farmers Co-operative Co. incorporated; capital stock, \$50,000; directors: Bert Williams, J. A. Kistler, Albert O. Brant.

Mishawaka, Ind.—The Grange Elvtr. Co. incorporated; capital stock, \$50,000; directors: Marvin H. Huston, David P. Moore, Charles E. Grenet.

Markleville, Ind.—The Markleville Elvtr. Co. incorporated; \$25,000 capital stock; directors: George M. Rittenour, George H. Pendleton, B. F. Ham.

Pike (Frankfort p. o.), Ind.—Pike Grain Co., La Fayette, incorporated; capital \$25,000; directors: W. B. Foresman, E. M. Truman, John P. Foresman.

Mexico, Ind.—We have secured L. B. Walters, formerly partner and mgr. of N. E. Walker & Co., of Onward, as our mgr.—Mexico Elvtr. & Livestock Co.

Otterbein, Ind.—The Farmers Elvtr. Co. has bot the Otterbein Grain Co. elvtr., owned by Starz & Stemple of Fowler. Possession will be given July 1.

Logansport, Ind.—W. W. Moss has been elected pres. of the Logansport Farmers Co-operative Elvtr. Co. The company is actively considering the matter of a site.

Mulberry, Ind.—The new elvtr. of the Jay Grain Co. is nearly completed. It will cost \$15,000, have a capacity of 20,000 bus. and will be operated by electricity.

Shelbyville, Ind.—The Richards & Lawson Co. incorporated; capital stock, \$50,000; directors: James E. Richards, Harry A. Lawson, Elma S. Richards, and Nellie B. Lawson.

Manchester, Ind.—The Farmers are considering the organization of a farmers elvtr., and are negotiating for the purchase of one of the elvtrs. already in service here.

Peru, Ind.—The Farmers Co-operative Elvtr. Co. incorporated; capital stock, \$50,000; directors: William Hart, Oliver J. Tillet, Clarence C. Holmes, and Timothy M. Ginney.

Logansport, Ind.—We have sold our elvtr. to the Logansport Elvtr. Co. J. J. McCormick is general mgr., and F. D. De Haven is assistant mgr.—Chas. W. McCormick & Son.

Crawfordsville, Ind.—The Crabbs Reynolds Taylor Co. is installing G. E. Motors and displacing boilers and engines in elvtrs. at Francesville, Smithson, and Ash Grove, Ind.

Lucerne, Ind.—The Farmers Co-operative Elvtr. Co. has bot the elvtr. of O. Gandy & Co. for \$31,500, possession to be given July 1. Corn and feed will be handled in addition to grain.

Attica, Ind.—We are building an addition to our elvtr. which will make a storage room for flour, feed, and seeds. Also, we are putting in new arrangements for dumping auto trucks, and painting the building.—Nixon & Van Deventer.

Frankfort, Ind.—I have sold our elvtr. at Pike to W. B. Foresman & Co., and am buying the Fisher and Castleton elvtrs. of my brother, J. A. McComas. I will continue to operate the Boyleston elvtr. in connection with them.—F. P. McComas.

Mellott, Ind.—While working on the new elvtr. being built for the McCardle & Page Elvtr. Co., Ora Pogue lost his balance and fell a distance of about 25 feet. No bones were broken, and he is getting along as well as could be expected.

Osgood, Ind.—The Farmers Mill & Elvtr. Co. incorporated; capital stock, \$30,000; directors: George T. Titus, William C. Snider, Thomas Creigmile. The company has purchased Geo. D. Ruoff's flour mill, with capacity of 75 bbls. a day.

Indianapolis, Ind.—The following have been elected to membership in the Indiana Grain Dealers Ass'n: J. S. Bateman & Co., Cincinnati, O.; J. F. Costello Grain & Hay Co., Cincinnati, O.; and Farmers Grain Co., Talbot, Ind.—Charles B. Riley, sec'y.

Valparaiso, Ind.—N. L. Bradfield recently of Twelve Mile, Ind., one of the former owners of the Goodrich Hay & Grain Co., is now connected with the Nickel Grain Co. here, having bot out the interest of J. G. Bauer, former sec'y, treas., and mgr.

South Milford, Ind.—To replace Jay P. Strock's elvtr. that was burned in March, the Home Grain Co. of La Grange has let a contract for the moving of its elvtr. at Berlein to this point. This elvtr. has been closed since the Valley Line branch was discontinued.

Jolietville, Ind.—W. B. Smith, for 29 years mgr. of the elvtr. of the Goodrich Bros. Hay & Grain Co., has resigned. He became identified with the elvtr. when it was owned by the late Fred Sohl, a pioneer in the grain business. He has made no definite plans for the future.

Ambia, Ind.—The elvtr. of the Ambia Grain Co. burned the night of June 3, with a loss on the elvtr. and drier of \$20,000. The insurance on this amounted to \$7,650. The grain loss was \$30,000, with an insurance of \$8,000. The fire started at 7:30 p. m., from the backfire of the gasoline engine.

Bluffton, Ind.—Among the improvements that the Studabaker Grain & Seed Co. is making are: building, enlargement, new elvtrs. and machinery to handle grain at the rate of 2000 bus. per hour; a large drier, cleaners, a large underground sink, transfer elvtr., eight concrete storage tanks, large dump sinks.

McGrawsville, Ind.—The newly organized company is at the present time trying to purchase the elvtr., lumber yard, store rooms, and other equipment from Charles Sharp. More than likely an agreement will be reached. David Kessler is the pres. of this company.—Farmers Co-operative Co., of Santa Fe, Ind., Burl Fisher.

Anderson, Ind.—In a suit against Thomas New, the Urmston Grain Co., is demanding \$1,000 for alleged breach of contract. It is claimed by the grain company that it contracted with New for the purchase of three car loads of corn, 3600 bus. at \$1.31 per bu. When the price went to \$1.57 3/8, it is alleged that New refused to deliver the corn.

Gilman, Ind.—Farmers Co-operative Co. incorporated; capital stock, \$30,000; officers: John D. Lee, Yorktown, pres.; A. B. Brunton, Yorktown, vice-pres.; Perry Beck, Alexandria, sec'y; Louis Childs, Yorktown, treas.; L. D. Gale, Yorktown; C. F. Stephenson, Alexandria; and S. H. Jackson, Yorktown, directors; J. M. Morgan, Gilman, mgr. The company has purchased the Jay Grain Co.'s elvtr.

Boston, Ind.—The Buckeye Elvtr. and Grain Co., which bot the elvtrs. of the Kitchel Elvtr. Co., is a stock company in which many of the farmers have bot stock. The following officers have been elected: E. C. Price, pres.; Frank Toney, vice-pres.; A. G. Hensley, sec'y and treas. William Weldner will be retained by the new company as mgr. at Kitchel, and V. Horn will be the assistant. I shall be retained at Boston. The new company will also maintain an office in Richmond, Colonial Bldg. Mr. Gardner, sec'y and treas. of the retiring company, will not enter any business for the present on account of his health.—E. L. Compton.

## IOWA

Hancock, Ia.—J. W. Warner is planning to build a grain elvtr. here.

Newberg, Ia.—The Farmers Elvtr. Co. will erect a warehouse, 52 by 100.

Portland, Ia.—The old elvtr. is to be wrecked soon, to make way for a new one.

Sergeant Bluff, Ia.—R. A. Maesmggh is mgr. of the Sergeant Bluff Farmers Elvtr. Co.

Lenox, Ia.—I have sold my elvtr. to C. Callahan of Red Oak.—W. H. Whalen, Elma.

Tennant, Ia.—We will build a warehouse Farmers Grain & Mercantile Co., Thos. L. C. mgr.

Vancleve, Ia.—T. W. Pothast has sold his interest in the elvtr. and coal business to W. Pothast.

Eldora, Ia.—I have bot the elvtr. here for E. Froning, taking possession June 12.—J. Potgeter.

Livermore, Ia.—I have been elected mgr. of the Farmers Elvtr. Co., for another year.—Delbert Cramer.

Fontanelle, Ia.—The Dunlap Grain Co. established a new office here. Recently it bot its elvtr. to the farmers.

Onawa, Ia.—We have just completed installing a Fairbanks 10-ton Auto Truck Scale at our elvtr.—Farmers Elvtr. Co.

Lenox, Ia.—We will install some good elevators in our elvtr.—S. E. Wainwright, S. E. Wainwright Lumber & Grain Co.

Union, Ia.—The old officers were all re-elected and we will retain our present mgr. M. G. Gosling.—Union Grain Co.

Ontario, Ia.—The Farmers Grain & Elvtr. Co. of this place is rebuilding its elvtr. The company has increased its stock to \$25,000.

Des Moines, Ia.—Des Moines Elvtr. & Grain Co. incorporated; capital stock, \$500,000; V. L. Simms, pres.; Geo. A. Wells, sec'y.

Beaman, Ia.—I have resigned as mgr. of the Beaman Elvtr. Co. Roy Follansbee takes my place, and Harry Wilson is helper.—W. F. W.

Randolph, Ia.—The newly organized Farmers Co-operative Co. has bot the elvtrs. owned by S. T. Rhode & Co. and Van Buskirk Bros., \$10,000.

Hancock, Ia.—The Farmers Co-operative Elvtr. Co. incorporated; capital stock, \$50,000; incorporators, J. W. King, Guy Coe and J. Brandis.

Clarence, Ia.—The Chicago Lumber & Grain Co.'s elvtr. here is undergoing improvement. This house was recently bot from the Western Elvtr. Co.

Elkhart, Ia.—C. R. Boots, formerly mgr. of the Farmers Elvtr. Co. here, is solicitor of Rumsey & Co. of Chicago, with headquarters at Mason City.

Farragut, Ia.—Ross Lamb has been elected mgr. of the elvtr. of the Farmers Elvtr. Co. Henry Borches, former mgr., has not made known his plans.

Gerled, Ia.—D. M. Kelliher of Ft. Dodge is planning to build a grain elvtr. here, if a "2" is constructed between the C. & N. W. and Rock Island R. R.

Yorktown, Ia.—The Farmers Union Ass'n has been formed by Henry Muller, C. E. Burton, William Bartels, et al. The Ass'n will do general grain business.

Sioux City, Ia.—C. Williams, who has been traveling solicitor for the Merriam Commission Co., will become mgr. of the Farmers Elvtr. Co. at Hurley, S. D., July 1.

Hancock, Ia.—J. W. Warner has purchased the opera house, and is converting it into a large elvtr. This elvtr. will be equipped with all modern conveniences.

Livermore, Ia.—We are remodeling our elvtr. and making several changes in it. A Minneapolis firm has the contract.—Delbert Cramer, Farmers Elvtr. Co.

Minerva, Ia.—J. S. Pulley and J. B. Pulley operating under the firm name of the Pulley Grain Co., have dissolved partnership. All accounts are payable to J. S. Pulley.

Remsen, Ia.—C. B. Brown of Sioux City, Ia. bot the elvtr. of Tierney & Ahmann, who will remain in charge of the business until March 1, 1920 when final settlement will be made.

Atlantic, Ia.—We have opened an office here from which we will handle elvtrs. at Emerson, Elk Horn, Kimballton, Smith Lake, and Hansen Heights.—A. Sien, mgr. Gund & Sien.

Cedar Rapids, Ia.—It is said that a deal is now pending between the Douglas Co. and the Corn Products Co. for the property of the latter at Davenport which has been unoccupied for several years, but is in good condition with equipment. The Douglas Co. has denied the report. The number of dead in the Douglas Co. disaster totals forty-three, sixteen of whom were unidentified.



## KANSAS

Algona, Ia.—We operate stations in Iowa at the following places: Algona, Rich Point, Marshalltown, Corwith, Thor, St. Benedict, Nells, Stilson, Kanawha, and Galt.—Bowles-Kessler Grain Co.

Algona, Ia.—E. W. Wagner & Co. have closed their office at this place. The one at Webster City was closed some time ago, but the ones at Spencer and Mason City will continue in operation.

Pocahontas, Ia.—R. H. Patterson has purchased a controlling interest in the Pocahontas Grain Co. at this place and assumed personal management of the same on June 10.—Pocahontas Grain Co.

Algona, Ia.—Miss Eunice Billings, stenographer for the Bowles-Billings-Kessler Grain Co. the past four years, was married June 9 to Harry L. Baldwin.

Council Bluffs, Ia.—The Farmers Elevator Co. of Council Bluffs, Ia., has let the contract for a half million bushel storage plant to James Stewart & Co. This is in addition to the million bushel plant it already has.

Traer, Ia.—At the elevator of Gould & Hess recently, the engine became so hot that it set fire to some oil and chaff at the base of the machine. Mr. Hess, the mgr., put out the blaze with a bottle of chemical extinguisher.

Alta, Ia.—We are building a 28,000-bu. storage tank of reinforced concrete. Also we have built a 48-foot addition to our coal shed, and we are enlarging our feed building. We are installing two new motors and two conveyors.—Farmers Elevator Co.

Deloit, Ia.—The Farmers Elevator Co. organized here last February started business recently under the management of B. R. Martin. Plans were to build an elevator, but instead the company has taken over the Nye-Schneider-Fowler elevator here.

Sioux City, Ia.—The Terminal Grain Elevator Co. is making plans for the erection of a drier, to be ready for use Nov. 1. The new plant which will have a capacity of 750 bus. an hour, will be built of reinforced concrete. It will be 46 feet high, and 17 by 27 feet in ground dimensions.

Buckingham, Ia.—The Independent Grain & Lumber Co. has sold its elevator, feed houses, and coal sheds to the recently organized Buckingham Grain Co. I was agt. for the Independent Grain & Lumber Co. for fifteen years, and am remaining as mgr. for the new company.—John Knepper.

Knoxville, Ia.—Line & Rinehart have succeeded Seth Way here and at Pleasantville. Mr. Way will continue to run the branch stations at Durham and Tracy. He started in the grain business in this city thirty years ago. The new firm is composed of E. B. Rinehart and W. J. Line.

Roland, Ia.—Ben Swenson has sold his elevator to J. B. Mericle of Toledo, Ia., possession to be given July 1. Mr. Mericle was formerly mgr. of the Farmers Elevator Co. at Toledo. Mr. Swenson has been in the grain business here for twenty-one years. He has not decided what his future plans will be.

A series of meetings has been held the past week at various points in the state for the purpose of demonstrating grain grading for the benefit of elevator men and farmers. The demonstrations were conducted by W. P. Carroll, federal supervisor of Chicago. The meetings were arranged for by Geo. Wells, Western Grain Dealers Ass'n. F. G. Foster, representing the Department of Agriculture of the State University, and the officials of the Iowa Farmers Grain Dealers Ass'n. The meetings were held at Council Bluffs, Des Moines, Sioux City, Ottumwa, Cedar Rapids, Waterloo and Fort Dodge.

Sioux City, Ia.—A new grain firm under the name of Bell, Hunting & Co., Inc., consisting of W. M. Bell, pres.; W. A. Hottensen, sec'y and treas.; and F. H. Hunting, vice-pres. and general mgr., has been organized here. The two first named men are respectively pres. and vice-pres. of the well known and long established grain corporation of W. M. Bell Co. of Milwaukee. Mr. Hunting has for several years been mgr. at Sioux City of the Atlas Elevator Co., a subsidiary of the Van Dusen-Harrington Co. of Minneapolis. He was formerly mgr. of the Hunting Elevator Co. at McGregor, Ia., a firm owning and operating a large line of elevators in Iowa, South Dakota, and Minnesota, and therefore well acquainted with every department of the cash business. Mr. Hunting will be mgr. of the new company, which will be distinct in every way from the W. M. Bell Co. The new firm will merchandise all kinds of grain, and will also act as commission merchants.

Norton, Kan.—The Peerless Mills are installing a new engine.

Belpre, Kan.—The Equity Exchange is building a 125-bbl. mill.

Iola, Kan.—Iola Mill & Elevator Co. incorporated; capital stock \$20,000.

Bloom, Kan.—B. H. Dinkins is mgr. of the Bloom Equity Exchange.

Linwood, Kan.—Linwood Elevator Co. incorporated; capital stock \$6,000.

Holton, Kan.—W. E. Beightel is mgr. of the Grange Co-operative Ass'n.

Duray, Kan.—Farmers Elevator Co. incorporated; capital stock, \$10,000.

Severy, Kan.—H. T. Ferguson is mgr. of the Farmers Union Mercantile Co.

Mankato, Kan.—The Farmers Union will erect an elevator of 15,000 bus. capacity.

Cambridge, Kan.—Cambridge Elevator Co.; incorporated; capital stock \$10,000.

White City, Kan.—The Farmers Grain Co. incorporated; \$10,000 capital stock.

Council Grove, Kan.—Mr. West has bot the C. R. Kinkel elevator from Mrs. Kinkel.

Bartlett, Kan.—Farmers Co-operative Ass'n incorporated; capital stock, \$25,000.

Hardtner, Kan.—The Probst Grain Co. is installing an Invincible Grain Cleaner.

Whitman, Kan.—Whitman Grain & Elevator Co. incorporated; capital stock, \$10,000.

Seward, Kan.—The Reno Milling Co. of Hutchinson has bot the Galer Elevator.

Denmark, Kan.—The Denmark Farmers Elevator Co. incorporated; \$10,000 capital stock.

Norton, Kan.—Lightning did \$150 damage May 30 to the plant of the Derby Grain Co.

Marion, Kan.—Mr. York's old elevator is being torn down to make room for a new one.

Macksville, Kan.—George Cooper is now mgr. of the elevator of the Kansas Flour Mills Co.

Jetmore, Kan.—Equity Co-operative Mercantile Co. incorporated; capital stock, \$10,000.

Moscow, Kan.—Moscow Co-operative Equity Exchange, incorporated; capital stock \$10,000.

Fontana, Kan.—Farmers Co-operative Grain & Coal Ass'n incorporated; capital stock, \$5,000.

Hope, Kan.—Farmers Co-operative Elevator & Supply Co. incorporated; capital stock \$20,000.

Eureka, Kan.—The Eureka Roller Mills are excavating for the foundation of a new elevator.

Wright, Kan.—I am the new mgr. of the Wright Co-operative Exchange.—Fred L. Doll.

Delphos, Kan.—Milton Fairfield has succeeded Otis Dillinger as mgr. of the C. W. Lord Elevator Co.

Mentor, Kan.—W. L. Henshaw of Plevna and E. B. Myers of Hutchinson have bot the elevator here.

Harris, Kan.—J. H. Turrell is building an addition to his elevator. I. S. Johnson has taken the contract.

Inman, Kan.—I have succeeded J. B. Reimer as mgr. of the Inman Farmers Elevator Co.—G. A. Flaming.

Abilene, Kan.—C. E. Chase has succeeded D. Sommer as mgr. of the Farmers Co-operative Elevator Co.

Mound Valley, Kan.—The Farmers Union Elevator Co. has purchased a site for the erection of an elevator.

Bird City, Kan.—Anderson Bros. are doing some extensive repairing.—G. W. Rollin, Jennings, Kan.

Ellsworth, Kan.—J. P. Summers has gone to Wilson where he will be in charge for Boyd, Kyner & Co.

Kanorado, Kan.—B. C. Raymond is the new mgr. for the Farmers Elevator Co.—G. W. Rollin, Jennings, Kan.

Pittsburg, Kan.—Lightning destroyed part of the roof of the brick warehouse of the Pittsburg Elevator Co.

Hugoton, Kan.—The Hugoton Elevator & Warehouse Co. has opened for business with W. L. Cannon as mgr.

Conway Springs, Kan.—C. C. Smith, wholesale grain dealer, has bot out the B. Strong Grain & Coal Co.

Cicero, Kan.—The Sumner County Farmers Ass'n has let a contract to the White Star Co. for an elevator here.

Peabody, Kan.—We have sold out both here and at Walton to the Peabody Milling Co.—Moffett Milling Co.

Corning, Kan.—The Farmers Union Business Ass'n is building a 10,000-bu. tile elevator. W. W. Coates has the contract.

Hunnell, Kan.—John T. Head has let the contract to W. W. Coates for the construction of a 60,000-bu. tile elevator.

Kensington, Kan.—H. E. Hicks is the new mgr. for the Farmers Grain & Lumber Co.—G. W. Rollin, Jennings, Kan.

Geneseo, Kan.—The Geneseo Grain Co. has let a contract for a 50,000-bu. elevator. The White Star Co. has the contract.

Waldo, Kan.—The elevator of the Farmers Union is being repaired. New automatic scales are included in the improvements.

Hutchinson, Kan.—J. W. Brown, formerly mgr. of the Dilwyn Grain & Supply Co., is now mgr. of the Russell Grain Co.

Hutchinson, Kan.—C. C. Christiansen, who owns a large wheat farm near Hudson, is building an 8,000 bu. elevator on his place.

Belpre, Kan.—Our elevator has been closed since Nov. 1, but will be opened for business July 1.—The Stafford Flour Mills, A. B. Dougan.

Furley, Kan.—Furley Grain Elevator Co. incorporated; capital stock \$15,000; incorporators, I. P. Kohl, C. E. Morrill, and W. E. Cook.

Bloom, Kan.—The Gould Grain Co. of Bucklin, Kan., has let a contract to the White Star Co. for the erection of an 18,000-bu. elevator.

Belpre, Kan.—The west elevator is now owned by the Reno Flour Mills Co. and is under control of the head office at Hutchinson, Kan.

Peabody, Kan.—The Peabody Equity Exchange is building an addition to its elevator, that will treble its capacity. Will Hines is mgr.

Delia, Kan.—We have retained our elevator here and we expect to continue in the grain business as a broker at Holton.—Western Elevator Co.

Cheney, Kan.—Our elevators are being repaired. The Bowersock Mill Co. is putting in some new machinery.—J. L. Garrison, mgr. Kramer Grain Co.

Stilwell, Kan.—The Stilwell Grain Co. has sold its grain and implement business to the Stilwell Farmers Union Co-operative Business Ass'n.

Cimarron, Kan.—The Farmers Equity Elevator Co. will begin business July 1. Chas. Herron will be mgr. and Clyde Hanna will be his assistant.

Lincoln, Kan.—The Farmers Grain Co. incorporated; capital stock, \$10,000; incorporators, J. W. Wilson, E. J. Ryan, and R. W. Green, of Lincoln.

McPherson, Kan.—The McPherson County Farmers Union Co-operative Business Ass'n plans the erection of a 750-bbl. flour mill and an elevator.

Bushong, Kan.—O. C. Congdon is building a new elevator here. He is building his own plant and the White Star Co. is equipping it with machinery.

Crisfield, Kan.—I expect to overhaul the mill elevator at Manchester, Kan., and will buy new or used electric motors of 15 and 60 h.p.—J. A. Crow.

Corbin, Kan.—We are putting in some new machinery to make our plant more modern. Our daily capacity will be 500 bbl.—Corbin Mill & Elevator Co.

Lamont, Kan.—Farmers Union Co-operative Co., incorporated; capital stock, \$15,000. The company has let the contract for a 20,000-bu. concrete elevator.

Gerlane, Kan.—Farmers Co-operative Co. incorporated; capital stock, \$10,000; incorporators, W. A. Newkirk, C. R. Wiley, and Geo. Zimmerman of Kiowa.

Pleasanton, Kan.—The Cummins Grain Co. has bot the feed mill business of W. H. Schooley and will combine it with the elevator and grain buying business.

Danville, Kan.—The Farmers Union Co-operative Mercantile & Elevator Co. incorporated; capital stock, \$15,000; incorporators, J. D. La Plant and H. A. Mott.

Beagle, Kan.—Following is the list of our officers and directors: Oscar Grout, pres.; Art. Brotton, sec'y; Jesse J. Rice, treas.; John Goudie, Ira Sigler, Clarence Hieber, and Charles Smith, directors. We have not selected a mgr.—Farmers Co-operative Elevator Co.



Redfield, Kan.—The Grange Co-operative Ass'n incorporated; capital stock, \$10,000; incorporators, L. M. Bulla, W. M. Miller, and R. E. Quick of Redfield.

Hanover, Kan.—A. N. McCulley, formerly mgr. of the Farmers Union Elvtr. Co. has accepted the position as manager of the Farmers Union Elvtr. Co. at Shreve.

Sherwin, Kan.—The Farmers Union has purchased the elvtr. here formerly owned by Rea, Patterson & Co., Coffeyville, and will conduct a co-operative business.

Topeka, Kan.—The officers of the United Elvtrs. Co. are: A. H. Bennett, pres.; H. M. Stover, vice-pres., formerly mgr. of the La Crosse Lumber & Grain Co.

Wilson, Kan.—Emil Jarus has succeeded Vic Kvasnicka as mgr. of the Farmers Elvtr. Co. The latter and his brother have bot a lumber yard and elvtr. west of here.

Delphos, Kan.—Otis Courtney is leaving the Farmers Elvtr. Co., to be mgr. of the Hossack elvtr. Mr. Bumgartner of Miltonvale is the new mgr. for the Farmers Elvtr. Co.

Atwood, Kan.—The Atwood Equity Co-operative Exchange has let the contract to A. F. Roberts of Sabetha, Kan., for the erection of a large addition to the warehouse.

La Crosse, Kan.—J. C. Burriss has resigned his position with the Farmers Union and has accepted a position with the Kansas Flour Mills Co. as mgr. of the firm's elvtr. here.

Danville, Kan.—The Farmers Union Co-operative Mercantile & Elvtr. Co. has let the contract to W. W. Coates Co. for the erection of a 10,000-bu. elvtr. to be built of hollow tile.

Salina, Kan.—Seventy-five mgrs. of Farmers' union co-operative stores and elvtrs. met recently and voted to organize a brokerage business as a branch of their jobbing business.

Meade, Kan.—The east elvtr. formerly owned by the Pettit Grain Co. has been sold to Claude Lewis of Kansas City and Walter Johnson of Coldwater. J. C. Letz of Coldwater is mgr.

Leavenworth, Kan.—The Moore-Lawless Grain Co.'s elvtr. is being overhauled. New belt conveyors are being installed, and a cement roof is going on the engine house.—Frank Kaucher.

Meade, Kan.—Claude Lewis of Kansas City and Walter Johnson of Coldwater have bot the East Elvtr., formerly owned by the Pettit Grain Co. J. C. Letz of Coldwater is the new mgr.

Fellsburg, Kan.—George H. Ott has succeeded W. H. Poling as mgr. of the elvtr. of the Equity Co. The latter has accepted a position with the Farmers Co-operative Co. of Hutchinson.

Murdock, Kan.—The Murdock Equity Union Co-operative Exchange Co. has purchased the elvtr. here from the Sykes Grain Co. The capacity of the elvtr. is 6000 bus. H. A. Sykes is mgr.

Conway Springs, Kan.—The Farmers Co-operative Elvtr. Co. which is erecting an elvtr. has elected the following officers: A. A. Wise, pres.; H. L. Games, sec'y-treas.; and J. C. Thornbro, mgr.

Wichita, Kan.—The Clark Burd Grain Co. corporation has been dissolved and is now operating under a co-partnership agreement, Clark Burd being the mgr. The principal office is here.

Yates Center, Kan.—The Farmers Elvtr. Co. has been organized. Following are the officers: L. W. Knotts, pres.; R. S. Morton, vice-pres.; Fred A. Dumond, sec'y; and F. L. Stephenson, treas.

Hartford, Kan.—We have bot the elvtr. of Carpenter & West. We are installing a new 35-h.p. Fairbanks-Morse Engine, and a Boss Car-Loader, made by Maroa Mfg. Co.—O'Connor & Stratton.

Minneapolis, Kan.—The Chapin Mill has been purchased by John Wolfersperger and Ed Wood, grain dealers. The new owners are wrecking the old building, in order to erect a new mill in time for the 1919 crop.

Arkansas City, Kan.—The Arkansas City Milling Co. has purchased the Hopeton Elvtr. from the T. C. Cones Grain Co. of Enid. The Arkansas City company now has 21 country stations with 450,000 bus. capacity.

Arkansas City, Kan.—The New Era Milling Co. has completed the building of eight concrete storage tanks. The company now has 350,000 bus. additional storage for wheat. New equipment includes a thermometer system which registers the temperature of the grain at various locations in the tanks.

Solomon Rapids, Kan.—We are again in business, the five-year lease of our elvtrs. to the Farmers Co-operative Ass'n having expired this year. We sold one of the elvtrs. to the Ass'n.—Johnson-Thierolf Mercantile Co.

Cairo, Kan.—The Cairo Co-operative Union which is erecting a 15,000-bu. elvtr., has the following directors, John Megaffin, pres.; A. C. Evans, sec'y; C. B. Barker, J. C. Royse, and Frank Goyens.—L. L. Fitzsimmons, mgr.

Dickens, Kan.—The Farmers Elvtr. Co. has recently completed the erection of a 30,000-bu. reinforced concrete elvtr. costing \$12,500. The plant has four circular reinforced concrete tanks, 14 feet in diameter and 56 feet high.

Copeland, Kan.—C. D. Jennings is building an elvtr. here. This makes the sixth in the wheat belt owned by this Hutchinson man. They are located at Bucklin, Kingsdown, Sitka, Spearville and Mullinville. They are operated from Bucklin.

Bavaria, Kan.—Farmers Elvtr. Co-operative Co., incorporated; capital stock, \$25,000. A. F. Roberts is excavating for the elvtr. which the new company is building. B. H. Lewis, sec'y of the company, reports that no mgr. has been elected as yet.

Ruleton, Kan.—The Goodland Equity Exchange has let the contract to A. F. Roberts of Sabetha, Kan., for the erection of a 11,000-bu. elvtr. at this place. The elvtr. is to have concrete bin bottoms, auto truck scale, automatic scale and cleaner. The work is to start at once.

Antelope, Kan.—Our new elvtr. is modern in every respect, with automatic scales, cleaner, and all necessary equipment. Other improvements include a two-room office, concrete engine room, 15-h.p. Fairbanks Engine. The mgr. is Jas. Reed, the pres. is J. J. Ryff, and D. Socolofsky is sec'y.—D. Socolofsky.

Paola, Kan.—Gilbert I. Protzman, who sold his elvtr. to the farmers last year, and managed it for them has resigned. He has purchased the Paolo Mill which he will operate this season, under the firm name of Paolo Mill & Elvtr. Co. The company is incorporated, with capital stock of \$30,000.—Ferguson, Root Grain Co., Kansas City.

Hutchinson, Kan.—The Associated Mill & Elvtr. Co., with a capital stock of \$5,000,000, is being organized to build mills and elvtrs. H. C. Nunn of Kansas City, formerly state grain inspector for Missouri, is pres. of the new company; and H. R. McDonald of Toronto, chief of the Canadian Milling Division during the recent war, is vice-pres.

Burns, Kan.—We are at present making needed repairs on the elvtr. we leased recently from J. C. Lilley & Co. We are installing a 3-bu. Richardson Automatic Scale and 20 H.P. Otto Gasoline Engine. This engine has been in use at the Eldorado, Kan., elvtr., and the firm is replacing it with a 20-h.p., G. E. Motor.—L. H. Powell & Co., Ray P. Green, agt.

Wellington, Kan.—We have bot the following elvtrs.: one at Oxford, Kan., from B. F. Kelsey; one at Belle Plain from James Garrett; at Furlley, Medicine Lodge, and Pixley from the Kramer Grain Co.; and one at Ashton from the Probst Grain Co. We expect to operate 15 elvtrs. in connection with our mill at this place.—The Hunter Milling Co., W. T. Voils, vice-pres.

Moscow, Kan.—The Moscow Co-operative Exchange has contracted with the White Star Co. for an elvtr. Work will start immediately. This will be a 15,000-bu. plant, covered with galvanized iron, and will include a 15 h. p. Fairbanks engine, 10 ton Fairbanks wagon scale, steel manlift, 1,500-bu. Richardson automatic scale, White Star Special elvtr. leg, Eureka cleaner, and exhaust fan.

Tescott, Kan.—I have sold the elvtr. here that I recently bot from the Shellbarger Mill & Elvtr. Co. to the Farmers Co-operative Ass'n. The Ass'n has also bot the elvtr. and all other property of the Tescott Grain, Coal & Lumber Co. of this place. This gives the Ass'n an elvtr. capacity of 30,000 bus. The Farmers Co-operative Ass'n was recently organized with a capital stock of \$15,000. Chas. E. Pruett is mgr.—John Neff, vice-pres., Farmers Co-operative Ass'n.

## KENTUCKY

Harlan, Ky.—Harlan Grocery & Grain Co. incorporated; capital stock, \$75,000; incorporators, J. D. Wheeler, Harry Olerich, and C. F. Wheeler.

Henderson, Ky.—The Corydon Milling Co. was awarded a verdict of \$780.40 in circuit court against Robert and John E. O'Daniel on the following claim: 5,000 bus. of corn were said to have been purchased from the defendant at \$1.25 a bu.; about 3,000 bus. were delivered, and the remainder was sold by defendants to H. A. Waller Co. \$1.70 a bu.

Hickman, Ky.—Work has been commenced on a concrete elvtr. for the Hickman Milling & Feed Co. (successors to the Clark-Walker Milling Co.). The new building will be 32 by 32 feet, 45 feet high. The total capacity will be equal to about 30 car loads. A new office building will also be erected and a general overhauling given to the grist mill.

## MARYLAND

Baltimore, Md.—Henry E. Wack & Co., Inc., has been authorized to increase its capital stock to \$50,000.

Baltimore, Md.—The following names have been posted as applicants for membership in the Chamber of Commerce: Robert J. Kjarsgaard, grain importer and exporter; W. Read West, steamship agent; Harry B. Watson, pres. of the Bolle-Watson Co., grain exporters, New York City; Arthur S. Jackson of Chicago.

Baltimore, Md.—The workhouse, power house and pier of the elvtr. being built by the Pennsylvania Ry. have the concrete work practically completed. The foundations for Annexes Nos. 1 and 2 are also in and the 3,500,000-bu. plant will be ready for operation not later than the first of November. James Stewart & Co. have the contract.

## MICHIGAN

Battle Creek, Mich.—The Postum Cereal Co. has built a 400,000-bu. concrete elvtr.

Sandusky, Mich.—Albert Holmes has bot the Hub elvtr., possession to be given July 1.

Homer, Mich.—The Homer Farmers Elvtr. Co. has been organized with a capital stock of \$40,000.

Blissfield, Mich.—The Farmers Co-operative Grain & Produce Co. is planning to add a feed mill to its elvtr. business.

Lansing, Mich.—Jos. J. Wickens, formerly mgr. of the grain dept. of E. L. Wellman Co. Grand Rapids; has organized the Wickens Grain Co., Inc., to job grain and beans.

Charlotte, Mich.—The farmers of Walton township are planning to organize a stock company to operate an elvtr. company is to be capitalized at \$25,000, one-half of which is to be paid in.

Salzburg, Mich.—Cass Bean & Grain Co. of Bay City incorporated; capital stock, \$60,000 has taken over the business and property of the former Cass City Grain Co. which operated at elvtr. here several years ago.

Blissfield, Mich.—In addition to the elvtr. business recently taken over by J. J. Walper, a large, up-to-date feed mill will be installed. Mr. Walper was engaged here in grain business before selling to the Farmers Co. in 1914.

Mount Pleasant, Mich.—The Madson-Ryon Co. of Ann Arbor has been merged with Chatterton & Son. The business of the new organization will be conducted under the name of Chatterton & Son, with the main office at Lansing, Mich. after July 15.

Corunna, Mich.—In the case of Jos. Rundell of Owosso against the Farmers Co-operative Co. the court directed a verdict of no cause for action. The plaintiff was suing for about \$300 claimed as due on a contract which he signed to manage the company for one year. At the end of seven months he was discharged for incompetency. The court upheld the defense that the by laws, as part of a contract, provided that the company has the right to discharge a mgr. whenever his services become unsatisfactory, and held that Rundell had knowledge of the clause in the by laws.

## MINNESOTA

Ellsworth, Minn.—James Egan's elvtr. is being improved.

Minneota, Minn.—The Dahl Elvtr. Co.'s plant is about completed.

Bird Island, Minn.—The Great Western Elvtr. Co. is planning to install a new motor, and make repairs.



Faribault, Minn.—I am now in charge of the Commander Elvtr. Co. here.—J. A. Ray.

Duluth, Minn.—The last sale of a membership in the Board of Trade was made at \$4,750.

Steen, Minn.—J. F. Chadnick is mgr. of the Steen Farmers Elvtr., succeeding J. Crangle.

Comfrey, Minn.—The Farmers Elvtr. Co. is making extensive improvements on its plant.

Madelia, Minn.—The farmers will soon organize for the purpose of erecting an elevator.

Nerstrand, Minn.—The Nerstrand Farmers Mercantile & Elvtr. Co. incorporated; capital stock, \$20,000.

Erskine, Minn.—W. R. Johnson has bot an interest in the west elvtr. and will continue as mgr. of the firm.

Jordan, Minn.—A co-operative elvtr. company is to be organized here. An elvtr. will be bot and storage tanks built.

Ghent, Minn.—Ghent Farmers Elvtr. Co. incorporated; capital stock, \$10,000; pres., John A. Brewers, sec'y B. F. Claays.

New Munich, Minn.—Farmers in this vicinity have organized a company and will purchase the elvtr. of the Belgrade Milling Co.

Twin Lakes, Minn.—The Speltz Grain & Coal Co. is making extensive improvements to its yards because of increased business.

Dennison, Minn.—Mr. Rosevold, former mgr. of the Farmers Elvtr. Co., has been secured as mgr. of the Dennison Co-operative Elvtr. Co.

Cold Spring, Minn.—We have bot the Maurin elvtr. and contemplate improvements.—Foley Milling & Elvtr. Co., H. Bettendorf, mgr. Foley, Minn.

Danvers, Minn.—J. S. Murphy has purchased an elvtr. at this place. He has been mgr. of the Northwestern Elvtr. Co. for the past eight years.

Bricelyn, Minn.—L. B. Lund, formerly mgr. of the Farmers Elvtr. Co. at Frost, is operating his own elvtr. here, under the firm name of Lund Grain Co.—W. G. Myers, Frost, Minn.

Duluth, Minn.—The following applications for transfer of membership in the Board of Trade are on file: J. A. Haglun to Walter I. Stanger who is with the Itasca Elvtr. Co., and A. C. Cornwell to C. C. Blair of the Globe Elvtr. Co.

Duluth, Minn.—The Logan & Bryan wire has been taken over by H. S. Newell, who has retired from partnership with W. H. Kiichli, in the firm known as the Standard Grain Co. Mr. Kiichli will continue the business of this house.

Montevideo, Minn.—Our new brick, fire-proof elvtr., of 35,000 bus. capacity, is about  $\frac{3}{4}$  completed. The J. H. Brown Co. is building it. It is being equipped with all modern machinery.—Montevideo Farmers & Merchants Elvtr. Co., H. E. Swanson, mgr.

Duluth, Minn.—H. S. Newell & Co. incorporated; capital stock, \$50,000; incorporators, H. S. Newell, C. Gilbertson and Hugh J. McClearn, all of Duluth. The company has bot out the grain brokerage business of the Paine Commission Co. and will act as correspondent for Logan & Bryan's wire service. It is announced that Parker M. Paine has moved to Chicago to have supervision over an important department of the Logan & Bryan business.

## MINNEAPOLIS LETTER.

The Sheffield Elvtr. Co. will make improvements on elvtr. "K" costing \$66,000.

F. A. Hallett, of Hallett & Carey, and F. M. Norton, of the Exchange Elvtr. Co., are members of the building com'te for the remodeling of the Chamber of Commerce building.

James C. Wyman, of McDonald & Wyman, grain dealers, was recently married in St. Louis to Miss Martha McChesney, daughter of Mr. and Mrs. W. S. McChesney of that city.

Mrs. J. L. McCaull, the wife of J. L. McCaull, a member of the McCaull-Dinsmore Co. of Minneapolis, died June 3 at the Northwestern Hospital in this city. Toxic poisoning was the cause of her death. Her husband, three sons, and a daughter survive.

Members of the Chamber of Commerce have voted to erect a 12-story building to cost approximately \$810,000, on the corner of Third St. and Fourth Ave. A bond issue is planned to provide for the building fund and present indebtedness on the old building and annex. Complete plans for the building will soon be ready. The old Chamber of Commerce building will be razed. The plans call for an enlargement of the trading floor.

In the Hennepin County District Court a judgment for \$24,900 has been returned in favor of the Standard Grain Co. against the Middle-west Grain Co. The suit was the result of trouble between the Standard Grain Co. and the Abbey Grain Co. which was incorporated into the Middlewest Grain Co.

Contracts for alterations on the trading floor of the Chamber of Commerce will be let soon. These alterations will give Minneapolis one of the finest grain trading rooms in the United States. The room will be extended 50 feet, giving a space of 182 by 80 feet. The improvements include the moving of the pit to the Fourth Avenue side next to the window, the erection of a double board for quotations over the entrance of the main building, the moving of the cash grain tables to the present location of the pit, the setting up of a blackboard for cash grain quotations and other market figures, and improved telephone facilities.

## MISSOURI

Seneca, Mo.—I am just finishing my elvtr. here.—Z. Lawson.

Slater, Mo.—Farmers Elvtr. Ass'n incorporated; capital stock \$30,000.

Clinton, Mo.—M. J. Huston is the mgr. of the Farmers Elvtr. & Supply Co.

Rush Hill, Mo.—The Farmers Elvtr. Co. has completed its 25,000-bu. elvtr.

Tipton, Mo.—The Farmers Elvtr. Co. has bot the elvtr. owned by AL Finley.

Overton, Mo.—J. N. Sartain of California, Mo., is building a large elvtr. here.

Appleton City, Mo.—W. D. Schmitt is now mgr. for the Farmers Elvtr. Co.

New Franklin, Mo.—An elvtr. is being built by the Fayette Mill & Mercantile Co.

Platte City, Mo.—The Northrup Milling Co. is building a new fireproof storage house.

Tebbetts, Mo.—David J. Roots is planning to build a 100,000-bu. concrete and steel elvtr.

Tebbetts, Mo.—The Tebbetts Mill & Elvtr. Co. is building a 50,000-bu. concrete reinforced elvtr.

Garden City, Mo.—The building of the Farmers Elvtr., Produce & Supply Co. is nearly completed.

Athol (Rich Hill P. O.), Mo.—A new company, headed by W. F. Duvall, is building an elvtr. of 20,000 bus. capacity.

Washington, Mo.—The Farmers Co-operative Elvtr. Co. is building an elvtr. with a capacity of 30,000 bus. of wheat.

Clarksburg, Mo.—A. C. Yontz has sold his elvtr. to the Farmers Elvtr. Co.—Gattermeier Milling Co., California.

Glasgow, Mo.—The safe of the Glasgow Milling Co. was blown open by robbers recently, but no money was obtained.

Amoret, Mo.—Kelly McGuire is pres. of the Farmers Co-operative Elvtr. Co., recently organized. J. H. Braden is mgr.

Waco, Mo.—More than half of the proposed \$20,000 capital stock for a co-operative wheat elvtr. has been subscribed.

Harwood, Mo.—The Farmers Exchange Elvtr. Co. is building a 12,000-bu. tile elvtr. W. W. Coates Co. has the contract.

Andover, Mo.—The Farmers Grain & Seed Co. is building a 10,000-bu. tile elvtr. here. W. W. Coates Co. has the contract.

Fortuna, Mo.—The Farmers Elvtr. Co. has purchased the elvtr. owned by Tom Roach.—Gattermeier Milling Co., California.

Braymer, Mo.—The Farmers Co-operative Mercantile Co. is building a 12,000-bu. tile elvtr. W. W. Coates Co. has the contract.

Lamar, Mo.—We expect to have our new plant completed in a few weeks. There will be new machinery installed.—Thomas Egger.

McFall, Mo.—The Farmers Co-operative Purchasing Ass'n & Sales Co. is building a 25,000-bu. elvtr. here. F. M. Rhodes is mgr.

Ludlow, Mo.—The Farmers Co-operative Shippers & Mercantile Co. is having a 12,000-bu. tile elvtr. erected by the W. W. Coates Co.

Bates City, Mo.—We have purchased an elvtr. here instead of building a new one.—Hubert Roach, mgr., Bates City Elvtr. & Mercantile Co.

Sumner, Mo.—The elvtr. purchased by C. D. Wright is being operated under the firm name of Sumner-Forker Grain Co. Mr. Wright is mgr.

Butler, Mo.—Hereafter we shall devote our entire time to operating our mill known as the Butler Roller Mills.—Cannon Bros. Mill & Elvtr.

Waynesville, Mo.—We will remodel the mill, and will have the wheat storage bins inside the mill.—Waynesville Milling Co., J. J. Dake, mgr.

Eldon, Mo.—The Farmers Mill & Elvtr. Co. has succeeded N. E. Harvey. James Taylor is pres. of the company. A mgr. has not yet been chosen.

Carthage, Mo.—Our 250,000-bu. concrete elvtr. is now under construction, and we expect to have it finished by October 1.—McDaniel Milling Co.

Windsor, Mo.—E. R. Hammacher, formerly mgr. of the Farmers Elvtr. Co. at Leeton, has been employed as grain buyer for the Livingston Trading Co.

Otterville, Mo.—The officers of the Farmers Elvtr. Co. are: J. M. Bente, pres., A. L. Burford, vice-pres., A. H. Cox, sec'y-treas., and C. D. Gorman, mgr.

Platt City, Mo.—The Farmers Co-operative Elvtr. Co. has let the contract to W. W. Coates Co. for the building of a 6,000-bu. elvtr. of reinforced hollow tile.

Bogard, Mo.—The Farmers Union Mercantile Co. has bot the elvtr. owned by the O. A. Talbott Co. It is the only elvtr. here, and E. W. Pease, Jr., is mgr.

Versailles, Mo.—Moore & Schank have succeeded Hargett & Moore. William Hargett has been elected sec'y of the Farmers Elvtr. Co. that is building an elvtr. here.

Case, Mo.—The Farmers Mutual Co-operative Union of Case and McKittrick is considering purchasing the elvtrs. at the two places from the Valier & Spies Milling Co.

Hawk Point, Mo.—The Farmers Elvtr. Co., of which John S. Davis is mgr., has purchased the fertilizer business and warehouse formerly owned by The Enterprise.

Clarence, Mo.—The Clarence Grain Co. will incorporate with a capitalization of \$15,000. The officers are: J. A. Hines, pres.; M. H. Lewis, sec'y.—J. H. Melson, mgr.

Nevada, Mo.—Moss-Head Grain Co. incorporated; capital stock, \$75,000; incorporators, C. M. Moss, F. L. Ewing, and A. G. Sullivan, of Nevada, and J. D. Mead, of Fort Scott, Kan.

Palmira, Mo.—The Farmers Elvtr. & Exchange Co. is considering increasing its capital stock from \$10,000 to \$15,000. The company is building a wood and concrete warehouse, 48 by 96 feet.

Corning, Mo.—We have taken over the grain business of R. F. Buck of this place. The officers are: A. J. Roselius, pres.; R. F. Buck, treas.; and J. D. Ahrens, mgr.—Farmers Grain Co., J. D. Ahrens.

McKittrick, Mo.—The farmers here and at Rhineland have organized a co-operative elvtr. at the two places. The officers are: R. L. Price, pres.; Fred Lichte, vice-pres.; and Chris Holschtenback, sec'y-treas.

Standish, Mo.—The Farmers Union Elvtr. Co. has applied for a charter. The company has bot the elvtr. of W. H. Perrine & Co. and will put it in good condition. The new directors are: Geo. Beckett, James Whalen, D. E. Huddleston, Fred Brockmeier, and R. W. Brown.

Mercer, Mo.—My son, Glenn A. Alley, has purchased all my interest, elvtrs., and equipment of the Alley Grain Co. and has taken over all the retail business as well as the local buying and shipping of grain and seeds. He will operate under the old firm name. I will continue in business under the style of A. A. Alley on my own account, and will confine my business to car load lots exclusively. I will buy and ship grain at a number of stations where my son does not care to operate and at several new stations. I will also do considerable track buying from other dealers and shippers and look after supplying the wants of our large feeder trade. We expect to work together to our mutual advantage at all times, but our business transactions will be kept entirely separate.—A. A. Alley.

## KANSAS CITY LETTER.

Paul Uhlman, mgr. of Terminal Elvtrs., spent his vacation in Estes Park, Colo.

The K. C. S. Elvtr. of the Moore-Seaver Grain Co. is closed for repairs for several weeks.

E. O. Bragg, formerly of the firm of Diefenbaugh & Bragg, has succeeded Frank P. Logan as the Kansas City representative of King, Far-num & Co.



Jay H. Woolridge of the Scoular-Bishop Grain Co. was married June 7 to Miss Marie Jansen.

The Murray Elvtr. of the Aylsworth Grain Co. is undergoing repairs, and is closed down for a few weeks.

The Milwaukee Elvtr. of the Simonds-Shields-Lonsdale Grain Co. is closed down for several weeks for repairs.

We have moved to our new offices at 232 to 234 Board of Trade Annex. We are doubling our office space and our office force.—Clay Grain Co.

Lt. H. C. Somers has returned to the E. E. Roehen Grain Co., after 14 months of military service. He will travel in southern Kansas for his firm.—E. E. Roehen.

Two new legs are being installed in the elvtr. of the J. Rosenbaum Grain Co. One is to be used in connection with the drier and the other for shipping. James Stewart & Co. are doing the work.

J. H. Lane, who has been with the Teasdale Commission Co. of St. Louis for twenty years, will be connected with the E. E. Roehen Grain Co. and travel in northern Kansas for them.—E. E. Roehen.

#### ST. JOSEPH LETTER.

The Taylor Grain Co. of Omaha now has a branch office here. I am mgr.—R. Fuller.

Carl Chesmore of the Chesmore Seed Co. has sold his membership in the Board of Trade to J. H. Herries of Pawnee, Neb. Application for transfer has been made. Mr. Herries will enter the grain business here, while Mr. Chesmore will continue in the seed business.—Sec'y, St. Joseph Board of Trade.

I have bot all the outstanding stock of the Midwest Grain Co. and am now sole owner. The Midwest Grain Co. holds memberships in the Chicago Board of Trade and the St. Louis Merchants Exchange. The new officers are: John M. Flynn, pres., L. L. Roesele, treas., and F. L. Driver, sec'y.—John M. Flynn.

The Kellogg-Huff Grain Co., incorporated; capital stock, \$15,000. This company will operate on the Board of Trade after July 1, doing a general grain commission business. J. F. Kellogg of Skidmore, Mo., one of the partners, is head of the well-known Kellogg Seed Co. The other partner, W. M. Huff, has, for the past year, been a salesman on the Exchange floor for Geiger Grain Co. Previous to that, Mr. Huff was sec'y of the Moffatt Grain Co. of Kansas City.

#### ST. LOUIS LETTER.

The Vincent M. Jones Commission Co. incorporated; capital stock, \$25,000; incorporators, Vincent M. Jones, F. W. Seele, Emil W. Hirth, and Henry J. Fehr.

The Valier & Spies Milling Co. is building a 750,000-bu. concrete addition to its present plant. It will be arranged for a regular grain business in addition to furnishing grain for the mill. James Stewart & Co. have the contract.

R. R. DeArmond has been elected to membership in the St. Louis Merchants Exchange. Thomas F. O'Meara, who has been connected with the grain business in St. Louis for twenty-five years, will be office mgr. for the DeArmond Grain Co. He has been with Morton & Co. for the past nine years.

R. C. Jackman, general mgr. for the Bowersock Milling & Power Co. of Lawrence, Kan., has let the contract for an elvtr. with a million and a quarter bushels capacity to James Stewart & Co. It will be located at Coronadoette, a suburb on the river, and it will have facilities for loading shipments via Mississippi River barges. Mr. Jackman, who has heretofore been only in the milling business, will conduct a regular grain business. It will be equipped with two automatic car unloaders.

### MONTANA

Outlook, Mont.—The Farmers Elvtr. Co. has bot the elvtr. of O. Cronin.

Rapelje, Mont.—I am agt. for the Occident Elvtr. Co.—Roy M. Carothers.

Ingomar, Mont.—J. E. Hanson is mgr. of the Ingomar Milling Co.—Shelby Wright.

Ballantine, Mont.—The Ballantine Grain Growers Ass'n is building a 30,000-bu. elvtr. The Ass'n has filed copies of its new by-laws in the office of the sec'y of state.

Helena, Mont.—The Montana Grain Inspection Commission has been organized with John M. Davis of Bole as chairman. The commission has made an appropriation of about \$4,000 only.

Mussellshell, Mont.—The Mussellshell Valley Grain Co. has filed a certificate of change in name to the Yellowstone Elvtr. Co.

Lanark, Mont.—At a meeting of the stockholders of the Farmers Elvtr. Co., on June 3, the rebuilding of the elvtr. was discussed.

Molt, Mont.—The Molt Farmers Elvtr. Co. has named no one to take the place of S. E. Halvorsen, the very efficient buyer last year.

Shawmut, Mont.—The capacity of the elvtr. of the Montana Equity Elvtr. Co. is to be increased, and other repairs are to be made.

Columbus, Mont.—The Columbus Farmers Elvtr. has completed a 30,000-bu. addition to its plant. The Glasser Construction Co. had the contract.

Hysham, Mont.—The Montana Grain Growers Ass'n has taken over the Equity Elvtr. here. This organization now controls forty elvtrs. in the state.

Great Falls, Mont.—Two members recently admitted to membership in the Northwestern Grain Dealers Ass'n are the Mark P. Miller Milling Co. of Toston, Mont., and the Ryegate Elvtr. Co. of Ryegate, Mont.

Wibaux, Mont.—M. Lehnen has bot the business here operated under the firm name of Baird & Lehnen, in which he had an interest. The Northside Elvtr., feed mill and oil business are the properties of the firm.

Ryegate, Mont.—The Farmers Elvtr. Co., just formed here, has taken over the grain elvtr. owned by the Ryegate Elvtr. Co., and has a capital stock of \$25,000. New machinery will be installed and a feed mill will be added.

Regina, Mont.—The Co-operative Elvtr. Co. is negotiating with the city for the purchase of land for the erection of twenty houses for its employees. It is the company's intention to rent these houses at cost to the employees.—B.

Great Falls, Mont.—A plot of ground, 150 by 1500 feet, has been chosen by the state elvtr. board for the site of the new state terminal elvtr. to be erected at a cost of \$250,000. It will be located on the west side of the river and will be connected with both the Great Northern and the Milwaukee railroads. Delay in beginning construction arises from the necessity for advertising thirty days for sale of bonds provided in the legislative enactment creating the elvtr. project. This delay will probably make it impossible to use the elvtr. this season.

Helena, Mont.—Charles D. Greenfield, sec'y of the grain-grading, inspection and warehousing commission, will begin at once to collect license fees from all persons dealing in grain in Montana. The new state law requires bonds also, and both these and the license fees must be given to the commission before July 1, or a fine of from \$25 to \$100 for each day's delay is provided. Mr. Greenfield has mailed blank applications for licenses and bonds to all grain dealers. Bonds given under the old law, which run longer than July 1, expire on that date. Attorney General Ford has ruled, and new ones must then be filed. Bonds of public warehousemen range from \$10,000 to \$100,000, depending on the capacity of the elvtr. Other dealers must furnish a bond of \$10,000. License fees for all classes are \$15, and filing fee for the bond is \$5.

### NEBRASKA

Clarks, Neb.—F. L. West is mgr. of the Farmers Union Co.

Laurel, Neb.—J. F. Westrand Co. has ordered a Moffitt Automatic Truck Dump.

Abbott, Neb.—The Farmers Union has bot the Fred Kruse Lumber & Grain Co.'s elvtr.

Bostwick, Neb.—The Farmers Union Elvtr. Co. will build a 20,000-bu. storage tank here.

Violet, Neb.—A new foundation under the elvtr. of the Brown Grain Co. is planned.

Arnold, Neb.—The Farmers Co-operative Elvtr. Co. has gone into the implement business.

Loup City, Neb.—Our firm name has been changed to Taylor-Harden Grain Co.—E. G. Taylor.

Bartley, Neb.—F. W. Harden of Ithaca has assumed charge of the Bartley Equity Exchange.

Hayland, Neb.—The Hayland Farmers Union incorporated, with a capital stock, \$20,000. The Union has been offered the four elvtrs. belonging to the Farmers Grain & Elvtr. Co.

Lincoln, Neb.—In the doubling of the capacity of the flour mill of the Gooch Milling & Elvtr. Co. will be included the building of storage room to accommodate 350,000 additional bus.

Lodge Pole, Neb.—The Lodge Pole Lumber & Grain Co. has ordered an automatic truck dump.

Arlington, Neb.—The Nye-Schneider-Fowler Co. is improving its elvtr. and making some repairs.

Mullen, Neb.—The Farmers Union has bot the elvtr. of the Mullen Grain Co., possession to be given July 1.

Ord, Neb.—H. L. Cushing has succeeded James O. Wisda as mgr. of the Farmers Grain & Supply Co.

Bloomington, Neb.—James Murphy will succeed R. V. Warriner as mgr. of the Bloomington Equity Elvtr.

Clarkson, Neb.—The Farmers Educational & Co-operative Ass'n has just completed a new concrete elvtr.

Valparaiso, Neb.—The Farmers Elvtr. Co. is building a 10,000-bu. tile elvtr. W. W. Coates Co. has the contract.

Pawnee City, Neb.—J. F. Herries, a grain dealer, has been elected to membership in the St. Joseph Grain Exchange.

Holbrook, Neb.—I am now mgr. of the Farmers Union Co-operative Ass'n, having succeeded John C. Cooper.—Russell Mellohan.

Beatrice, Neb.—The Beatrice Farmers Union Co-operative Co. is building a new elvtr. As yet the company has hired no mgr.

Auburn, Neb.—L. L. Coryell has moved his grain offices from the First National Bank Building to the Auburn Hotel Building.

Bladen, Neb.—We are going to have a conveyor installed some time this month or next. Chas. W. Wood, agt. C. B. Seldomridge.

Fairbury, Neb.—The Farmers Elvtr. Co. has purchased the Vanier Grain Co.'s elvtr. here. Possession will be given in a week or two.

Gladstone, Neb.—The elvtr. here has been sold to an organization of the Farmers Union and will be operated by the Union in the future.

Nelson, Neb.—Frank Selby Spurck, successful livestock dealer and extensive farmer here, died suddenly May 25. He owned an elvtr. here, and was pres. of the State Bank of Nelson.

Valparaiso, Neb.—The Valparaiso Grain & Lumber Co. is building a new elvtr. to replace the one that burned in March. Capacity is to be 20,000 bus.

Eddyville, Neb.—The Farmers Co-operative Co. is getting into working order, and expects to have its elvtr. in condition to care for the present wheat and rye crop.

DeWitt, Neb.—The Farmers Elvtr. Co. has not sold to the Farmers Union. The Farmers Union is starting in the general mercantile business.—Farmers Elvtr. Co.

Weatherford, Okla.—W. B. Tucker, mgr. of the Farmers Co-operative Grain & Elvtr. Co. recently organized, has purchased the elvtr. of the Weatherford Milling Co.

Shea, Neb.—Martin Fanders has resigned as mgr. of the Shea Equity Exchange Elvtr., and the elvtr. is now being operated under the management of T. E. Morgan, formerly of Hubbell.

David City, Neb.—Peter Vanderheiden, mgr. of the David City Farmers Co-operative Grain Co. elvtr. for the past year, has resigned, his resignation to take effect as soon as a new mgr. has been engaged.

Mullen, Neb.—The Farmers Union Co-operative Ass'n expect to enlarge the elvtr. it has recently bot from us. They will install auto. truck scales, cleaner, weighing out scales, and build a new office.—Mullen Grain Co., W. A. Harden, mgr.

Agnew, Neb.—Under the compensation act the Farmers Co-operative Elvtr. Co. made settlement of \$1,000 to Harry L. Dean for injuries incurred while in the employ of the company. His face and hands were burned while putting kerosene on a fire.

Arapahoe, Neb.—The Arapahoe Flour Mills are making the following improvements: a 125-bbl. mill in a brick building, brick annex and office and tile grain tanks with a capacity of 15,000 bus. The power will be hydro electric. G. R. King, formerly with the Geneva Milling Co., will be mgr.

Creighton, Neb.—After being in the grain business for 25 years, I am leaving it to go into land business, for reasons of health. Mr. Benedict, mgr. of the company to whom I sold, has been in the grain business for 15 years. William Anders, formerly with the Undike Grain Co., has retired to Chicago.—Louis Mann.



Winnebago, Neb.—The stockholders of the Farmers Elevator and Co-operative Ass'n have voted to put in a stock of lumber and coal. They have sold \$10,000 more stock. The coal and lumber yards, with new buildings, will be run in connection with the elevator.—W. R. Reinking, mgr.

Elm Creek, Neb.—The Elm Creek Equity Exchange, recently organized by the farmers, has bought the former Omaha Elevator from E. L. Sutton. The company has also purchased the Trans-Mississippi Grain Co.'s elevator. This plant is in poor repair but it is in better location. W. C. Rishel is mgr. of the company.

Wynot, Neb.—The Arens Bros., proprietors of the Wynot Grain & Supply Co., have sold their elevator to the Holmes Elevator Co., immediate possession being given. N. M. Viles, former mgr., has resigned to accept the position of mgr. of the newly organized Farmers Elevator Co. at Crofton. W. Sullivan will be mgr. for the Holmes firm.

## OMAHA LETTER.

Omaha, Neb.—Edward Porter Peck, pres. of the Omaha Elevator Co., has been re-elected pres. of the Terminal Grain Elevator Merchants Ass'n of the United States.

Omaha, Neb.—B. M. Browne, who has recently been discharged from the service, will travel for the Kern Co., Omaha, in Nebraska, South Dakota and Iowa territory.

Omaha, Neb.—The Crowell Lumber & Grain Co. has installed automatic truck dumps in its elevators at Scribner, Blair, Newmans Grove, Lindsay, Wayne, Wakefield, Coleridge, Pender, Thurston, and Emerson.

Omaha, Neb.—Omaha grain dealers operating houses in Council Bluffs have appealed to the district court for a reduction in taxes levied against the elevators in Council Bluffs. The assessments, based upon the amount of taxable grain in the elevators Jan. 1 this year, amount to nearly \$250,000.

The Rothschild Grain Co. on July 1 will succeed the Fisher-Rothschild Grain Co. The interests of C. V. Fisher were withdrawn a year ago. The officers are: Emil Rothschild, pres.; Abe Rothschild, vice-pres.; and Julian Scott, sec'y and treas. The Omaha office will be under the management of Emil Rothschild and Julian Scott.

## NEW ENGLAND

Plainfield, Vt.—Henry C. Batchelder was married recently to Ida E. Fuller.

Ipswich, Mass.—Wm. G. Horton has bought and will enlarge the grain elevator owned and operated by George B. Brown.

Middletown, Conn.—Oliver H. Cone, Jr., has entered the employ of Meech & Stoddard Co. as traveling representative.

Pawtucket, R. I.—The grain elevator of the Pawtucket Produce Co. was badly damaged by fire which started in the upper part. It is thought to have been caused by an overheated motor. It was discovered by John Lucitt, an employee. The building was filled with grain.

## NEW JERSEY

Hightstown, N. J.—Schank, Hutchinson & Field, grain dealers, have been proposed for membership in the Commercial Exchange, Philadelphia.

## NEW MEXICO

Roy, N. M.—We bought out Wilson Co. here last September.—Floersheim Mercantile Co.

## NEW YORK

### BUFFALO LETTER.

Buffalo, N. Y.—B. J. Burns has resigned his position as head of the sales department of the Curtis Grain Corp., and will go into business on his own account.

Milton Crowe until recently manager for the Urmston Grain Co., has resigned and again engaged in the grain commission and brokerage business on his own account.

Buffalo, N. Y.—We have appointed Edwin Lodge mgr. of this corporation succeeding B. J. Burns and will carry on a general feed and grain business at the plant on Broadway formerly owned by the Nowak Milling Corporation.—Curtiss Grain Corporation.

### NEW YORK LETTER.

Brainard, Leverich & Hatch have bought Clark & Allen's grain elevator and warehouse. Capital stock of company is \$500,000.

The Superintendence Company, incorporated, to superintend discharge and weighing of grain and produce at ports of shipment and discharge; capital stock, \$25,000; incorporators, M. Salamonowitz, B. B. Gattell, A. Nickelsburg.

Edward H. Dobbs is vice-pres. of the Blake-Dobbs Co., recently incorporated at \$500,000, to carry on a general export and import business in grain and grain products. Mr. Dobbs is a member of the New York Produce Exchange and the Chicago Board of Trade and until recently was with the firm of Muir & Co.

Edward G. Burgess, grain dealer and pres. of the International Elevating Co. of this city, died at his home in Montclair, N. J., of heart trouble, on June 1. He was 75 years old. He had been identified with the grain business for many years, and had been instrumental in the success of the International, of which he became the head shortly after its organization. He had been both pres. and vice-pres. of the New York Produce Exchange.

## NORTH DAKOTA

Kulm, N. D.—The Farmers Co-operative Elevator Co. is building an elevator.

Forman, N. D.—The Osborne-McMillan Elevator Co. contemplates moving its house.

Blabon, N. D.—The Farmers Elevator Co. is planning to install a new 20-h.p. engine.

Alsen, N. D.—H. C. Sorenson has resigned his position as mgr. of the Alsen Farmers Elevator Co. and will move to Balfour.

Crete, N. D.—An elevator, owned by the Cargill Elevator Co. of Minneapolis, Minn., was struck by lightning June 13, and burned.

Mott, N. D.—Mr. Zimmerman of Edgar has succeeded F. F. Wehsner as mgr. and sec'y of the Farmers Equity Elevator Co.

Edgeley, N. D.—The Edgeley Farmers Elevator Co. is the Vaughn Grain Co. I am mgr. We will install a feed mill.—C. A. Vaughn.

East Grand Forks, N. D.—The Farmers Co-operative Marketing Ass'n will purchase the A. G. Sorlie elevator at East Grand Forks.

Petersburg, N. D.—H. A. Nicholson has bought the Sharon Milling Co. There is also talk of a new Equity Elevator Co. here that will either buy or build.—C. T. Anderson, agt., St. Anthony, N. D.

Hillsboro, N. D.—We have let a contract to rebuild our elevator here. It will be a strictly up-to-date house of 30,000 bus. capacity with electric drive. The Northwestern Elevator Co., whose building burned at the same time, will not rebuild.—L. F. Shoemaker, agt., St. Anthony & Dakota Elevator Co.

Bisby, N. D.—V. C. Gores has recently returned from a year's service in France, and has taken his old position as mgr. of the elevator of the Farmers Elevator Co.

St. Joseph, N. D.—Farmers Elevator has been organized here with a capital of \$25,000. Officers are: Archie Currie, pres., J. F. Quick, vice-pres., P. C. Gering, sec'y, and Hans P. Madsen, treas.

Beach, N. D.—Elliott & Back's elevator was almost wholly destroyed by a fire which broke out shortly after midnight. It is estimated that 2,000 of the 4,000 bus. of grain in it can be salvaged. The loss will be over \$15,000, only partly covered by insurance.

Rhame, N. D.—The Farmers Equity Union is planning to tear down the old plant of the company and put up a new one. The material in the old elevator will be used in the new, which will cost \$18,000. Its capacity will be 38,000 bus., and it will have over double the present loading capacity.

Bismarck, N. D.—James A. McGovern, mgr. of the N. Dakota Mill & Elevator Ass'n, has been instructed by the industrial commission to lease or purchase two elevators which can be used in handling a part of the 1919 grain crop. Such action is a temporary measure, pending the erection of permanent terminal elevators and mills.

## OHIO

Scott, O.—Richey & Felger have taken charge of their new elevator.

Hayesville, O.—H. M. Crites has opened Dunlap's elevator. Homer Wolf is in charge.

Cardington, O.—The farmers of this vicinity are talking of organizing a co-operative elevator company.

Cincinnati, O.—The Brouse Skidmore Grain Co. has increased its capital stock from \$12,000 to \$25,000.

Okolona, O.—We are installing electricity in our plant, and are having a general overhauling.—A. E. Castleman.

Radnor, O.—We have sold our entire business to the Radnor Farmers Elevator Co.—Frank Coonfare, prop'r, Radnor Elevator Co.

Harrod, O.—Beyman & Metz's mill, which they were remodeling to handle grain, was burned on the night of June 17. Insured for \$2,000.

St. James, O.—I am mgr. of the St. James Equity Exchange Co., succeeding Foye L. Craley who died recently.—C. E. Vannatta.

Williamsport, O.—The Heffner Grain Co. has installed a new Howe, 15-ton, 20-foot automobile truck scale at its plant in Williamsport.—W. F. Heffner.

Harpster, O.—Homer C. Wood has purchased the property of the Harpster Elevator Co., and will conduct his business under the name Harpster Grain Co.

Green Springs, O.—Oatman & Monford of Cleveland are building a modern elevator in connection with their seed warehouse located on the Big Four.

Cleveland, O.—Moody & Thomas Milling Co. has become a member of the Grain and Hay Exchange, and will be represented in the exchange council by Mr. Moody.

Hoytville, O.—The Hoytville Grain Co. is figuring on building an additional elevator. A new cleaner and scourer has been installed in the mill.—W. G. Rockwell.

Toledo, O.—George A. Kregloh of the Toledo Field Seed Co. and H. W. Applegate of the Menner Milling Co. have applied for membership in the Produce Exchange.

# CONSIGN

TO

## McConnell Grain Corporation

BUFFALO, N. Y.

# Wheat

# Oats

We Get Results

You Get the Money



Harrod, O.—C. C. Metz is not connected with me in any business here, as was erroneously reported. I am the only established grain dealer in this place.—Kirby White.

Lodi, O.—Lodi Mill & Elevator Co. incorporated; capital stock, \$125,000; incorporators, Clarence M. Crum, E. H. Plank, H. A. Falconer, F. C. Crum, S. L. Gault, and C. P. Bricker.

Bellevue, O.—We have not sold our elevator as reported. Had an offer; but with a big wheat crop, we need it to handle and hold wheat for our mill.—The W. H. Gardner Grain & Mill Co.

Cleveland, O.—J. E. Henken, for almost 20 years grain inspector for the Grain & Hay Exchange of the Chamber of Commerce, is recovering from a serious illness lasting over six weeks.

Tontogany, O.—Co-operative Elevator Co. incorporated; capital stock, \$50,000; directors, Louis Williams, David Euler, W. H. McCombs, J. S. Phillips, Allen Parks, C. L. Cook and F. V. Sutton.

New Vienna, O.—Improvements are being made to the plant of the New Vienna Grain & Produce Co. These include the lengthening of the railroad spur to give the elevator a long siding for its cars.

Bluffton, O.—The Farmers Grain Co. has purchased the elevators of Stearns & Hochstetler. Improvements and new machinery will undoubtedly be installed before harvest.—Stearns & Hochstetler.

Carey, O.—I have resigned my position with the Hamler Co-operative Grain Co., and after June 12 will manage the Carey Farmers Co-operative Co., with elevators at Carey and Crawford.—A. Ringlein.

La Fayette, O.—We have bot the elevator owned by John Bros. The stock now on hand in elevator will be taken by the new party at invoice price.—The La Fayette Co-operative Elevator Co., Harry L. Patterson, sec'y.

West Cairo, O.—The Hurley-Buchholtz Co. of Lima, O., and Alvin Wright of this place have bot the elevator here formerly owned by Amstutz & Main. They will operate under the old firm name of West Cairo Elevator Co.

Zanesville, O.—W. F. Morgan, long in the grain brokerage business at Des Moines, Ia., will represent John T. Fahey & Co. in Ohio and eastern Indiana, making headquarters here for the present, but moving to Columbus soon.

Toledo, O.—Harry De Vore of H. W. De Vore & Co. has just returned from a vacation in the east. He toured many miles in an automobile. He reports that where wheat is being raised it looks fine. There is much hay also.

Gambier, O.—We have bot the Thompson Bros. elevator and the W. P. Bebout warehouses, and will begin business July 1. Officers: Geo. W. Hays, pres.; H. V. Fleming, vice-pres.; John Cunningham, sec'y-treas.—The Gambier Farmers Co-operative Co.

Troy, O.—The Troy Grain & Supply Co. has purchased our Troy elevator and will take possession on July 1. Plans are to enlarge our grain handling facilities at Eldean, thus consolidating at that point our milling and grain operations.—Allen & Wheeler Co., H. R. Allen.

Johnstown, O.—We bot the elevator owned by Babcock Bros., capacity 8,000 bus. of grain. Included in the deal were hay sheds for 100 cars of hay on the T. & O. C. R. R. J. S. Edwards is pres. of the company.—The Johnstown Farmers Co-operative Co., M. D. Shrader, mgr.

Tiffin, O.—The Sneath-Cunningham Co. has bot J. B. Seymour's elevators at Kenton and Foraker, and the Hardin County elevators. This company now owns and controls more than 45 elevators in this section of the state. Peter W. Breidenbach of Kenton will be mgr. of the Kenton and Foraker plants.

Delaware, O.—The Electric Roller Milling Co. has sold its mill and elevator to the Delaware Farmers Exchange Co., a co-operative company that will conduct the business as before, doing a general milling and feed business, and handling grain. Plant is in good condition, and few changes will be necessary.—Delaware Farmers Exchange Co., W. A. West.

Bluffton, O.—We have incorporated at \$20,000 and have bot the plant of Stearns & Hochstetler which has a capacity of 20,000 bus. A grinder, dump, and electric power will be installed and a number of improvements will be made on the equipment already in. The officers are: Levi Hochstetler, pres.; Ralph T. Stearns, sec'y and treas.; J. C. Hochstetler, mgr.—The Farmers Grain Co.

Defiance, O.—A portion of the mill and elevator of the Farmers Co-operative Co. will be razed and a new milling plant and grain elevator will be built. As soon as the contracts are let, the old frame building will be torn down and most of the timber moved to Rice where the company will build a new elevator. There will be 12 grain bins 55 ft. high which will be built of reinforced concrete and steel. The milling plant will also be of concrete and steel. Part of it will be four stories high, while the balance will be two stories.

## OKLAHOMA

Drummond, Okla.—The Enid Milling Co. has repaired its elevator.

Dacoma, Okla.—Randels & Grubb Grain Co. will build an elevator.

Claremore, Okla.—Hurst & Co. are building an elevator of 18,000 bus. capacity.

Imo (Enid p. o.), Okla.—A new elevator is being erected here by R. F. Bennett.

Freedom, Okla.—The Farmers Co-operative Elevator Co. is building an elevator.

Dacoma, Okla.—The Farmers Co-operative Elevator Co. is building an elevator.

Chickasha, Okla.—The Wheat and Grain & Lumber Co. will open business here.

Burlington, Okla.—The Burlington Grain Co. is erecting a 15,000-bu. block elevator.

Bixby, Okla.—Bower, Brown & Baxter of Broken Arrow, Okla., are building an elevator.

Canton, Okla.—We have purchased elevator here, and Nate Broadhead is agent.—Nelson Grain Co.

Ingersoll, Okla.—I am now mgr. of the Farmers Co-operative Ass'n of Alfalfa County.—A. D. Cruch.

Coalgate, Okla.—Solon Walker, from Austin, Tex., is the new mgr. of the Coalgate Grain & Elevator Co.

Kiowa, Okla.—We have built a new elevator. It is small but strictly up-to-date.—Public Service Grain & Elevator Co.

Clinton, Okla.—The Nelson Grain Co. has bot the grain elevators at Cordell and Canton of the R. H. Drennan Grain Co.

Erick, Okla.—C. A. Williams, formerly owner of the Home Elevator Co., has sold out to a group of people, mostly farmers.

Beaver, Okla.—The Alva Roller Mills are building a new elevator at Freedom, Okla., and will no longer operate here.

Davis, Okla.—The Davis Grain Co. incorporated; capital stock, \$20,000; incorporators, S. H. Davis, T. P. Howell, T. H. Slover.

Geary, Okla.—The Farmers Elevator Co., that recently bot the elevator of W. W. Morrison, has incorporated; capital stock, \$30,000.

Porter, Okla.—The Porter Mill & Elevator Co. has sold out to Minnesota's Pedigree Seed Farm. The new owners are installing a gas engine to replace steam plant.

Geary, Okla.—The Geary Milling Co. and H. V. Zobisch will operate elevators this season as well as the Farmers Co-operative Mill & Elevator Ass'n.—J. R. Hankla.

McCool, Okla.—The El Reno Mill & Elevator Co. has let the contract to Burrell Engineering Co. for the building of an elevator of 8,000 bus. capacity, at a cost of \$8,000.

Madill, Okla.—Wood-McLelland Grain & Elevator Co. incorporated; capital stock, \$75,000; incorporators, A. M. McLelland, John Landrum, Charles A. Coakley, Madill.

Hinton, Okla.—I am mgr. of the Farmers Co-operative Elevator & Exchange Co. Our elevator will be overhauled and put in good shape to handle the large crop here.—H. G. Smith.

Capron, Okla.—The Alva Roller Mills are remodeling their elevator here. The Farmers Grain & Coal Co. is repairing its elevator, and has installed a Fairbanks Wagon Scale.

Carnegie, Okla.—The Farmers Co-operative Mill & Elevator Co. incorporated; capital stock, \$30,000; incorporators: J. B. Truitt, Alden; E. E. Calhoun, R. J. Morgan, Carnegie.

Mustang, Okla.—Mustang Farmers Grain Co. incorporated; capital stock, \$10,000; incorporators, George Allen, Banner; E. W. Brindley, Mustang; and Frank Dolton, Yukon.

Beaver, Okla.—A. F. Brown, formerly with C. B. Cozart Grain Co. at Higgins, Tex., has succeeded G. W. Pike as mgr. of the Light Grain & Milling Co.—Light Grain & Milling Co.

Fairvalley, Okla.—We plan to build an elevator here this fall. It is possible that the Alva Roller Mills will build here too.—E. E. Buckland, pres. Farmers Co-operative Ass'n.

Beaver, Okla.—The Probst Grain Co. is installing a 500-bu. Monitor Grain Cleaner in its elevator here. O. P. Smith of Bloom, Kan., will succeed B. F. Kennedy as mgr. of the elevator.

Pryor, Okla.—The Hogan-Hayden Co., dealer in hay and grain here, is moving its main office to Muskogee. The company has offices at Adair, Chouteau, Chelsea and Locust Grove.

Kingfisher, Okla.—The Farmers Elevator Co. at this place is building a fireproof office 20x40 and cement blocks. It will have a fireproof vault and new fixtures.—A. R. Smet, mgr. Farmers Elevator Co.

Enid, Okla.—The Oklahoma Flour Mills Co. is installing a new 50-h. p. Fairbanks Diesel Engine to take care of its increased capacity in the coming year.—J. R. Chapman, mgr. Sweepstakes Milling Co.

Enid, Okla.—Ben Feuquay has leased the John Shaw Elevator for the season. Mr. Feuquay is also building an elevator 6 miles east of Enid to be connected with the Feuquay Elevator Co.—J. R. Chapman, mgr. Sweepstakes Milling Co.

Clinton, Okla.—The Farmers Co-operative Elevator Co. is building a new elevator and warehouse. The equipment includes two motors, Richards Automatic Scale, ten-ton Fairbanks Wagon Scale with type registering beam, two stands of elevators, steel manlift, Eureka Cleaner, roller mill and exhaust fan.

Oklahoma City, Okla.—The Grain Dealers Ass'n of Oklahoma is holding a series of meetings for the purpose of planning ways and means for handling one of the largest crops Oklahoma has ever produced. The schedule of meetings includes El Reno, June 23 at 8:30; Altus, June 24 at 8:00; Clinton, June 25 at 8:00; Woodward, June 26 at 8:00; Carmen, June 27 at 8:00; and Enid, June 28 at 8:00. At these meetings a representative from the United States Department of Agriculture will explain official grades and dockages.

## OREGON

Monmouth, Ore.—Jacob Smith, for many years with the Monmouth branch of the Oregon Milling & Warehouse Co., has resigned and will be succeeded by J. F. McClellan of this city, at present employed by the Tru Blu Biscuit Co. of Portland.

Eugene, Ore.—The Grangers Eugene Warehouse Ass'n has taken an option on the mill of the Eugene Mill & Elevator Co., now in the hands of a receiver. Should it be taken over, S. I. Baker, owner of the Brownsville Flour Mills and former owner of the mill at Springfield, has agreed to operate it.

Pendleton, Ore.—H. W. Collins and associates have let a contract for a 1500-barrel flour mill. The plant, which is hoped to be in operation shortly after the first of the year, will be erected near Mr. Collins' wheat warehouse, elevator, and grain cleaning plant. R. M. Crommiller, one of the principal stockholders, will be mgr.

Pendleton, Ore.—The Spokane Flouring Mills have leased for a year the 100,000-bu. elevator and warehouse of the Pendleton Elevator Co. for the use of the Pendleton Roller Mills, to be operated in conjunction with the Spokane Mills. W. Schwartzburg, mgr. of the concern, will be mgr. of the new concern also. The lease contains an option of purchase clause. Space for 255,000 bus. of grain is added by the transfer of the property to the roller mills, the warehouses having a capacity of 185,000 bus. The total capacity will be more than a half million bus. at one time.

St. Johns, Ore.—A. Cohn has been appointed chairman of the committee authorized by the Merchants Exchange to investigate the condition of the new municipal grain elevator. This committee and the dock commission, heavy investors in the elevator, are working together. "Mistakes have been made," said Mr. Cohn, "but as the elevator is there now, and we have the assurance the fault can be remedied, we think the best thing to do is to co-operate with the commission, so the elevator can be used for grain handling. We do not think it will be available for use in handling the early part of the crop, but it might be used later in the year. This will depend a great deal on the work now being done."



## PENNSYLVANIA

Pittsburgh, Pa.—Members of the Grain & Hay Exchange held their 25th annual picnic June 25.

Lancaster, Pa.—John W. Eshelman & Sons are building a large grain elvtr. to have a capacity of 65,000 bus. of grain and 2,000 tons of soft material.

Pittsburgh, Pa.—At the annual election of officers by the Grain and Hay Exchange, the following directors were elected: Jas. McCune, William Leubin, W. A. McCaffrey, R. W. Young, George E. Rogers, I. N. Baker, and R. V. Harper. The directors organized as follows: R. V. Harper, pres., William Leubin, vice-pres., R. W. Young, sec'y; and William McCaffrey, treas.

## PHILADELPHIA LETTER.

A uniform system of grading barley, effective June 13, has been adopted by the Commercial Exchange.

John Rodgers, salesman for Richardson Bros., and Miss Elsie I. Erb, employed in the office of the same firm, recently were married.

A grain storage building is being erected for Charles Schall & Son, at a cost of \$10,000. It is a two-story stone building, 60 by 43 feet.

The Girard Point Elvtr. Co. has given notice that when refund credits are issued for excess payment they must be taken advantage of within fifteen days of issue.

Charles K. Ritter and Felix Lamour, under the firm name of the Magday Grain Co., have dissolved partnership, Mr. Ritter having withdrawn from the firm. Mr. Lamour will continue the business under the old name.

The Philadelphia & Reading Railway is being petitioned to build a new modern concrete export elvtr. in Philadelphia, at the Port Richmond terminal. This will come some time; how soon we cannot say.—George G. Omerly, pres. Hancock Grain Co.

## SOUTH DAKOTA

Turton, S. D.—G. W. Van Dusen & Co. are building coal sheds.

Vermillion, S. D.—The McCaull-Webster Co. has installed a dump.

Mitchell, S. D.—F. A. Farnwald is mgr. of the Farmers Union Elvtr. & Livestock Co.

Tolstoy, S. D.—The Tolstoy Milling Co. has bot the elvtr. of the Hottman Grain Co.

White Lake, S. D.—Work has started on the new elvtr. for the White Lake Milling Co.

Hetland, S. D.—I. A. Christman is the new mgr. of the Farmers Co-operative Grain Co.

Columbia, S. D.—Ed. Tunby has been engaged to take charge of the Columbia Farmers Elvtr. Co.

Bruce, S. D.—Geo. P. Sexauer & Son of Brookings have purchased and will repair Paul Walter's elvtr.

Chester, S. D.—I have been re-elected mgr. for another year of the Chester Farmers Elvtr. Co.—E. W. Mueller.

Beresford, S. D.—Scroggs Grain Co., with a number of elvtrs. in S. D., is moving its main office to Sioux City.

Raymond, S. D.—We are going to install an auto dump scale. T. E. Ibberson Co. will do the work.—Andy C. Ruddy, mgr. The Farmers Elvtr. Co.

Warner, S. D.—The Farmers Elvtr. Co. of Warner incorporated; capital stock, \$10,000; incorporators, P. J. Gunderson, C. J. Hageborn and Frank McCormick.

Sioux Falls, S. D.—Mr. Smith will have charge of the McCaull-Dinsmore Co. office here after July 1. He has been assistant mgr. of the Sioux City office of the Armour Grain Co.

Platte S. D.—E. C. Popp of Sutherland, Ia., is now owner of the Lloyd Elvtr. Co. He is an experienced grain man, having been engaged in this business in Iowa for many years.

Pierre, S. D.—Former State Sec'y F. M. Rood has purchased the Van Dusen elvtr., and with George H. Spargur will carry on a grain business. Mr. Spargur was mgr. for the former owner.

Hecla, S. D.—The Farmers here have organized a co-operative lumber company, and J. H. Wilson is mgr. of that. Chas. W. Estee is still mg. of the Hecla Co-operative Elvtr., and expects to continue in that capacity.—Hecla Co-operative Elvtr. Co.

Hudson, S. D.—The Farmers Elvtr. Co. is putting in a 10-ton truck scale, cleaner, and a new engine. I have been hired as mgr. for another year. I have been here six years.—E. L. Larkin.

Meckling, S. D.—Steel, Simon & Steele Bros. will build a 15,000-bu. elvtr. three miles east of here and also an alfalfa mill. We are installing a truck and a trap dump here. We may install a fanning mill and handle coal.—Steele Bros. & Orr Co.

## SOUTHEAST

Birmingham, Ala.—The Sunny South Grain Co., which recently incorporated, is building an elvtr. at East Birmingham.

Bluefield, W. Va.—The Wright Milling Co. has let the contract to Deverell, Spencer & Co. for a 60,000-bu. reinforced concrete elvtr.

Calera, Ala.—Farmers and business men of this vicinity are interested in building an elvtr. at this place. A meeting was held on June 13 to discuss plans.

Jacksonville, Fla.—The Redding Grain Co. has changed its name to Howard Grain Co. L. W. Howard is pres., M. W. Howard is vice-pres., and G. H. Howard is sec'y-treas.

## TENNESSEE

Nashville, Tenn.—A new member of the Board of Trust of Vanderbilt University is W. T. Hale, Jr., of the grain firm of J. R. Hale & Sons.

Memphis, Tenn.—John Wade & Sons incorporated; capital stock, \$500,000; incorporators, J. J. Wade, Thomas M. Wade, Mark F. Wade, Eugene M. Wade and J. L. Metz. John Wade, founder of the business, died recently.

Memphis, Tenn.—The members of the hay, grain and feed trade here have presented a purse of \$3,000 to James B. McGinnis, the traffic commissioner who succeeded in getting some long-desired rate adjustments made by the railroad administration.

## TEXAS

Blanket, Tex.—L. F. Bird has purchased the interest of W. J. Richmond in Richmond & Bird.

Waxahachie, Tex.—We have been out of the grain business since last August.—Brodhead & Chapman.

Raymondville, Tex.—The Raymondville Bonded Warehouse Co. is planning to build an elvtr. and warehouse at once.

Bay City, Tex.—Carter Grain Co., incorporated; capital stock, \$75,000; incorporators, C. M. Carter, A. R. Carter, H. D. Wallace.

Plano, Tex.—Stark Grain & Elvtr. Co. incorporated; capital stock, \$60,000; incorporators, J. T. Stark, G. H. Stark, and L. B. Stark.

Hillsboro, Tex.—E. B. Dawson and R. L. Dawson of Abbott and T. J. H. McLeod of this city have formed a partnership to conduct a wholesale grain business with headquarters here.

Fort Worth, Tex.—The elvtr. of the J. Rosenbaum Grain Co. is undergoing extensive repairs. The steam power is being replaced with electric motors. James Stewart & Co. have the contract.

Cleburne, Tex.—We have now under construction a three-story iron clad building with concrete basement. We have bot from the Anglo-American Mill Co. a 50-bbl. Midget flour mill, corn meal mill, and feed chopper, with all accessories.—Farmers Mill & Grain Co.

Waco, Tex.—Effective July 1, the name of the Seley Early Grain Co. will be changed to Early Grain & Seed Co., Eugene Early having acquired all the stock formerly belonging to Mr. Seley. There will be no change in the management as the business will be carried on the same as heretofore, the only change being in the name.—Seley Early Grain Co.

Ft. Worth, Tex.—A law recently passed by the State Legislature requires that all public weighers' scales must be inspected and supervised by the Texas Warehouse Commissioner, and having learned that the services of these inspectors will be available to all grain and mill people for the inspection of their scales, I suggest that if any of you know of a public scale over which grain is weighed and sold that needs inspection, you immediately notify me, so I can keep Commissioner Weinert or his representatives advised. Or should any of you desire your own scales inspected, let me know, and I will advise him of the fact. Testing can be made without any expense to you.—H. E. Dorsey, sec'y Texas Grain Dealers Ass'n.

## UTAH

Tremonton, Utah.—The Inter-Ocean Elvtr. Co. is building a grain warehouse on its elvtr. property.

Tremonton, Utah.—The Holley Milling Co. has let the contract for a grain elvtr. and work is to be started on it in the very near future. It is expected to have it ready for the season's crop.

Ogden, Utah.—The Sperry Flour Co. of San Francisco is constructing a 500,000-bu. concrete elvtr. and later will erect a mill of about 1,500 bus. capacity.—Globe Grain & Milling Co., B. L. Stark.

Ogden, Utah.—Orson Wilson, aged 32, was instantly killed; and Herman Kraaima, aged 37, was severely injured, when a false flooring over grain tanks under construction at the new plant of the Globe Grain & Milling Co. gave way on the night of June 11, causing the men to fall 100 feet. Five other men who were on the flooring escaped.

## WASHINGTON

Levey, Wash.—The Levey Elvtr. Co. is remodeling its elvtr.

Vancouver, Wash.—Vernon & Buckenfield are constructing an elvtr. to cost \$10,000.—B.

Fallon, Wash.—The Pacific Grain Co. of Palouse, Wash., has purchased the warehouses and business of the Farmers Warehouse Co. here.

Tacoma, Wash.—The Tacoma port development bonds measure has passed, authorizing the sale of \$2,500,000 in bonds. Money will be provided for the building of elvtrs.

Seattle, Wash.—Galbraith & Co. have opened a new importing and exporting department, specializing in the hay and alfalfa. E. A. Webster is mgr. of the new department.

Tacoma, Wash.—Paul J. Fransioli died at his home June 7, at the age of 49. He first came to Tacoma in 1889 as a representative of the New York grain dealers, Bonds & Locke. The following year he established the firm of P. J. Fransioli & Co.

Medical Lake, Wash.—The newly organized Medical Lake Grain & Milling Co. has elected W. J. Titus pres. and Julius Stahle sec'y. The company plans to have a 50-ton mill and concrete elvtr. completed in time to begin the manufacture of flour this fall.

Harrington, Wash.—W. W. Gwinn has accepted a position with the Seattle Grain Co., with whom he was formerly associated. He is traveling agent with headquarters at Spokane. His son, Rex, has been employed by the same company, and will be located at Marlin.

Spokane, Wash.—The Sperry Milling Co. has given out contracts for the purchase of new milling machinery, costing between \$75,000 and \$100,000, to double the daily capacity of its mills. The new equipment will be in place by October 10, and will make possible a daily capacity of 2,000 bbls. J. K. Smith is resident mgr. of the Sperry Milling Co.

Puyallup, Wash.—The State Public Service Commission held a hearing June 19 on the charges made by W. H. Paulhamus of incompetent inspection by state inspectors. Mr. Paulhamus, pres. of the Puyallup and Sumner Fruit Growers' Ass'n, had asked for the discharge of state inspectors because, he said, a car of barley had been incorrectly inspected at Seattle during last April.

Reardan, Wash.—The Reardan Union Grain Co. is expanding its business, and is erecting new grain elvtrs. at Hite and Denny station. Increase in capitalization will be necessary, and the stockholders have been notified of a meeting for August 9, to discuss the matter of increasing the stock. The elvtr. at Hite is to be of concrete, and the one at Denny is to be a frame structure with concrete foundations. Each elvtr. will have a capacity of 60,000 bus.

Vancouver, Wash.—E. E. Corneille, mgr. of the Brackman-Ker Milling Co., Vancouver branch, died May 21. He had been associated with the Brackman-Ker Milling Co. for the past seven years, having been mgr. of the grain department, sales mgr., and for the last two years local mgr. of the Vancouver branch. Formerly he was in the brokerage business in Victoria, and was considered an authority on all matters pertaining to the grain trade because of his long experience in this line in Calgary and Winnipeg. He leaves a widow and three children.



Waterville, Wash.—The Pacific Coast Elvtr. Co. has sold its line of warehouses to the Milwaukee Grain Elvtr. Co., and A. C. Gerimonte will be in charge here. Clarence Rinker, who was in charge of the Pacific Coast Elvtr. Co.'s business here, has been transferred to their station at Reardan.

## WISCONSIN

Platteville, Wis.—The Korber & Wonderlin Co. is repairing its plant.

Cameron, Wis.—Ed. Ludwig, elvtr. owner here, expects to begin building his elvtr. and mill at Bruce soon.

Glenbeulah, Wis.—The elvtr. and feed mill of Herman Froehlich was robbed of \$1,210 early in the morning of June 14.

Bear Creek, Wis.—The Cargill Grain Co. has sold its last country elvtr. to the Badger Grain Co. of Green Bay. Mr. DeBroux will remain as mgr. of the Cargill elvtr. in Green Bay.

Maiden Rock, Wis.—The Maiden Rock Farmers Elvtr. Co. has purchased the M. Larson & Sons elvtr. instead of building a new one. J. D. Babcock will continue as buyer until July 1.

Ladysmith, Wis.—The Ladysmith Equity Exchange is being organized by equity locals at Hubbard, Flambeau, Tony, North Thornapple, and Ladysmith, and will be incorporated for \$40,000.

Baraboo, Wis.—B. F. Thomas and Walter Rodewald are organizing a farmers' co-operative elvtr. and warehouse corporation, with a capital stock of \$25,000. They expect to build and equip a new plant costing \$15,000.

Oconto, Wis.—The Oconto Milling Co., recently incorporated with capital stock of \$25,000, has bot the McEachron elvtr. and warehouse. New machinery and equipment will be installed sufficient to make a 50-bbl. elvtr.

Hilbert, Wis.—The Farmers Elvtr. Co. has been organized with capital stock of \$25,000. They have purchased the elvtr. of the Calumet County Equity Elvtr., Storage & Produce Co., and will begin business August 1.

Embarrass, Wis.—The Farmers Milling Co. has been organized and capitalized in the sum of \$15,000. The Buntrock & Kronitz flour and feed mill will probably be taken over by the new company. It is practically a new plant.

Taintor, Wis.—H. B. McVeigh of New Sharon has bot the elvtr. here from Paul and J. E. Johnson of Oskaloosa who purchased it at the outbreak of the war when Mr. McVeigh's sons were both called for service. Their recent return is responsible for the transfer.

## MILWAUKEE LETTER.

J. F. Hohenadel has engaged in the grain commission business.

Lyman A. Bournique, of Taylor & Bournique Co., is recovering from an operation for appendicitis.

New members recently admitted to the Chamber of Commerce are: Frank O'Leary, H. J. Albers, and Judd Addis.

We are indebted to H. A. Plumb, sec'y, for the Sixty-first Annual Report of the Chamber of Commerce, for the fiscal year ending April 7, 1919. The report contains the names of members, statistics on all commodities of trade and commerce of concern to the Chamber, and the charter and rules governing the Chamber.

THE NEW SOUTH WALES Wheat Commission has sold 72,000 tons of wheat to Japan, without, however, the authority of the Australian Wheat Board. It is believed that it will be used in the manufacture of inferior flour which will be put on the market in competition with the flour made from the best quality wheat.

THE NEW hard surfaced road which is to cross Kansas from north to south will make a detour around McPherson County, unless its officials "get busy." The Saline Chamber of Commerce is behind the movement and when the McPhersonites said they were not yet ready for the improvement, it was immediately decided to leave them out in order to expedite the work. When the Commercial Club heard of this action, it began to wake up and informed the people of Saline that it would see to it that McPherson officials did their duty in the matter.

## Grain Carriers

THE ILLINOIS waterway bill was signed by Governor Lowden June 17 and becomes a law July 1.

DETROIT, MICH.—John R. Lee, will supervise the handling of grain in Michigan, Ohio and Indiana for the Grain Corporation, with headquarters in Toledo. He has for many years been commercial freight agt. for the Baltimore & Ohio R. R. Co. but has resigned that position.

KANSAS CITY, Mo.—Grain cars numbering 20,000 for handling the crops of Kansas, Oklahoma and Northern Texas have been accumulated in this territory according to an announcement by Hale Holden, regional director, and twice that number will be available by the first of July.

SETTLEMENT of shippers claims against the railroads is being pushed rapidly in line with the promises made by the carriers at the signing of the armistice, says R. H. Aishton, regional director. In May there were only 113,443 claims standing against class 1 lines, compared with 150,019 in February.

THAT THE CONSIGNEE did not use due diligence in obtaining an elvtr. and a reference to a commission to assess damages is the verdict of Judge Hazel in the U. S. District Court, the case being that of the Normania which arrived in Buffalo in May, 1916, with a cargo of 261,000 bus. of wheat in which it took a week to get an elvtr. and 13 days to unload.

RATES on coarse grains from Omaha, Neb. and Council Bluffs, Ia., to points in Texas, Louisiana, Arkansas and Oklahoma in the case brot before the Interstate Commerce Commission by the Omaha Grain Exchange against the C. R. I. & P. Ry. were found by the Commission not be unreasonable or unduly prejudicial as charged and the complaint was dismissed.

A REDUCTION of 2½c a hundred on carload shipments of wheat and 5c on less than carloads is the preferential rate being asked by Portland of the Interstate Commerce Commission on the ground that the delivery to that city eliminates the mountain climb. Spokane, Seattle and Tacoma are opposing this as it gives Portland the advantage of several cents over the Puget Sound ports.

A NEW RULING on freight rates on the C. & N. W. to points in Colorado thru Sioux City reduces rates on grain and hay from Merrill, Hawarden, Brunsville, Craig and McNally to Denver from 6½ to 7½c and will eliminate charges from these towns to Sioux City when the shipment is consigned to Colorado points, leaving the regular rate at 36c, the same as if the shipment had been made from Sioux City.

THE RESTORATION of ratemaking powers to the Interstate Commerce Commission embodied in the bill introduced by Senator Cummins, has been favorably reported by the senate com'te on Interstate Commerce. It also gives the Commission authority to make any changes in rates, fares, classifications and regulations initiated by President Wilson since the lines have been under government control.

THE COLUMBIA MALTING Co., Chicago, Ill., represented by J. S. Brown before the Interstate Commerce Commission, has been awarded reparation from the New York Central for unlawful charges on barley from the northwest malted in transit to Pennsylvania. The company is awarded the excess of the charges for the movement east of Chicago over the rates based on rates in effect at the time of initial shipment. Altho recently decided this case dates back to 1915 and concerned shipments made in 1913.

THE PROPOSED CANCELLATION of all proportional rates to Oklahoma points on grain, grain products, alfalfa meal, stock and poultry from St. Louis and Missouri and Mississippi River Valley points and the substitution of flat rates is being protested by Oklahoma millers and grain dealers who buy large quantities of grain in Kansas City. The change, if effected would increase rates from 1½ to 3 cents per hundred lbs.

PHILADELPHIA, PA.—Bulk grain for export on which freight charges have heretofore been collected at shipping point, will hereafter, at the request of grain shippers and consignees be shipped freight collect, subject to ocean freight being based on rate of exchange as quoted for bankers' sight drafts on any day between date grain was completely loaded and the steamer's sailing date. In order to effect this, ocean Bs/L. will be changed.

THE COMPLAINT by the Schreiber Co. against the C. B. & Q. R. R. Co. that its refusal to accept a blanket surety bond, while accepting such bond from others in the grain business at St. Joseph, Mo., enabled its competitors to get delivery of property without surrender of shipper's order Bs/L. has been dismissed by the Interstate Commerce Commission because plaintiff failed to show specific instances of delay in delivery of consignments.

"WAR was necessary to dislodge old prejudices and to give an illustration of what government ownership meant by the complete failure of government control and operation," said S. Davies Warfield, pres. of the National Ass'n of Owners of Railway Securities, in an address before the National Industrial Traffic League at Milwaukee. He said that his associates who represent owners of more than half the railway securities in the country, planned to maintain competition, retain state railway commissions and return the pre-war standard of service to the public.

DISAGREEMENTS between elvtr. owners and railroad companies over the terms of leases on rights of way are to be decided by the Board of Railroad Commissioners, according to the terms of a bill which has been introduced in the Iowa legislature by the legislative com'te of the Western Grain Dealers Ass'n. Disputes between elvtr. operators at Stacyville, Doris and Osage, Ia. and the Illinois Central Railroad Co. as to what constituted a reasonable rental value, are now under consideration by the Board of Railroad Commissioners and a report will be made in short time.

UNTIL LELAND's Tariff 23-Q is amended to conform to terms of freight rate authority 619 the correct and present rate on oats and corn, carloads, Texas to southeastern points is the new wheat rate. Agent Leland is having supplement compiled to the above mentioned tariff and it will be printed at the earliest possible date, effective date to be announced as soon as determined. The new wheat rates must apply on corn and oats until S. W. L. Tariff 23-Q is supplemented to specifically provide that the rates on corn and oats from Texas to the southeast are increased 25%, with maximum of 6 cents per 100 pounds over the rate on corn and oats in effect June 24, 1918.

THE DEEPENING and widening of the channel and the building of large elvtrs. at Kingston Ont. for the purposes of trans-shipment will result from the completion of the new Welland Canal. It is understood that three elvtrs will be built, two of which will be owned by the government and the third by Montreal Transportation Co. which already has one of 750,000 bus. capacity, but which has been idle this season, the first time since it was built. For many years, Kingston was the trans-shipment point for much of the Western Canadian grain going to Montreal, but the advent of the big vessels which could not get thru the Welland Canal, diverted the trade to Port Colborne which was then more advantageously situated.



THE PROPOSED CHANGE of the long and short haul provision of section 4 of the Interstate Commerce Law, as set forth in Senator Poin-dexter's bill has stirred the Railway Com'ite of the New York Board of Trade and Transportation to active protests, as it would eliminate the provision which permits carriers to charge less for longer than for shorter distances. In the opinion of the Com'ite this would cause serious disturbance to all industries in the country; it would add greatly to the cost of the transportation of grain for export and a corresponding reduction in value, the loss to fall on the producer.

HANDLING the 1919 wheat crop is now the chief concern of the railroads, all available cars being put in shape for this purpose. "Over 50% of the 1918 wheat crop was produced in the territory served by the railroads in the Northwestern Region," said R. W. Aishton, regional director, and to handle the enormous crop which will undoubtedly be harvested, every effort is being made to furnish adequate car supply. On May 15, there were on the railroads in this region 173,742 box cars, all of which will be available. This with the permit system which will again be installed, will insure a steady flow to the terminal markets without the congestion that would otherwise occur."

REVISION of rules governing increased freight rates under Fifteenth Section Order No. 666 of May 27, 1918 or subsequent authority from the Interstate Commerce Commission, is ordered by the Commission the following to apply in the disposition of fractions: Rates in cents or in dollars and cents per hundred pounds or per package. Fractions of less than  $\frac{1}{4}$  or 0.25 to be omitted;  $\frac{1}{4}$  or 0.25 greater, but less than  $\frac{3}{4}$  0.75 to be shown as  $\frac{1}{2}$ ;  $\frac{3}{4}$  or 0.75 or greater to be increased to the next whole figure. Rates per ton: Amounts of less than 5c are to be omitted; five cents or greater, but less than ten cents, to be increased to ten cents. Rates per car: Amounts of less than 25c to be omitted; 25c or greater but less than 75c to be shown as 50c; 75c or greater, but less than one dollar, to be increased to one dollar.

A BILL introduced in congress requires railroad companies and other common carriers to pay damages on property damaged while in course of transportation regardless of any rules or regulations by the Railroad Administration or carriers as individuals. A railroad or any other common carrier receiving property from another transportation company shall be liable to the lawful holder of the receipt of B/L issued by the initial receiving common carrier, railroad or transportation company for any loss, damage or injury to such property caused by it or by any common carrier, railroad or transportation company to which such property may have been delivered or over whose lines such property may have passed, and no contract, receipt, rule or regulation shall exempt such carrier, railroad or transportation company from the liability herein imposed.

THE INDICTMENTS against August Ferger, former pres. of the Ferger Grain Co., Cincinnati and his associates, Thos. M. Dugan and Robert H. Rasch will probably be reinstated on mandate of the U. S. Supreme Court, as this body has reversed the decision of the United States District Judge Hollister to the effect the Pomerene Bills of Lading Act does not cover fictitious Bs/L which do not represent an actual shipment in interstate commerce. The defendants were charged with violation of the Pomerene Act by executing forged and fictitious Bs/L upon which they obtained a loan of approximately \$22,000 from a Cincinnati bank. It was set up in their defense that as the Bs/L were fictitious, there was no ground for prosecution under the above mentioned act, Judge Hollister sustaining the demurrer. The government appealed from his decision.

CRITICISM of the interstate commerce commission was expressed by E. P. Ripley, pres. of the Santa Fe railroad when in Chicago recently, largely because of their prejudice against railroads and their inability to see both sides of the question. "It seems to me that the interstate body should be shorn of its dual duties," said Mr. Ripley. "It ought not to be prosecutor and at the same time pass on the guilt of the accused and impose a penalty. There ought to be a body from three to five men, appointed by the president, holding rank similar to that of the justices of the supreme court, having an adequate salary and with the power to veto anything proposed by the commissioners or the railroads; it should be above politics and should protect both the people and the railroads. Speaking of the Pomerene plan for returning the railroads, he said it was the most prominent of any suggested, but he doubted if owners of securities would like to see such extreme power given to any political body as it practically makes the Interstate Commerce Commission the court of last appeal.

A. E. Mowery of the Hutchinson Grain Co., who has just returned from France, displayed his collection of war relics in his office recently. Included were many interesting trophies, such as 75 centimeter French shells, 77 centimeter German shells, one-inch U. S. shells, some from Chateau Thierry and some from historic Belleau Wood.

THE RATION of  $\frac{1}{4}$  lb. of bread a day can not be relied on in Odessa, Russia, according to a report of a branch of an English house which is paying R. 9, or nominally 18/- for a pound of bread and £160 for a sack of flour weighing 180 lbs., but only fortunate ones can find any to buy even at this price. There is neither wood, coal, gas nor electricity, making living conditions all but unendurable.

## Bill for Wheat Warehousing.

The placing of wheat warehouses under bond on application of the owners for the benefit of millers is provided for in a bill introduced in the senate by Senator Gore, it having been referred to the Com'ite on Forestry and Agriculture.

According to its provisions, the Commissioner of Internal Revenue is authorized not only to place the warehouses under bond, but to issue certificates of deposit for wheat deposited therein, graded according to United States standards. These bonded certificates shall be issued for all wheat delivered to the warehouse by farmers in wagons or other similar conveyances; Provided, That the Commissioner of Internal Revenue is empowered to prescribe rules and regulations consistent with the purpose and provisions of this act for the issuance of bonded certificates for wheat delivered by or received from common carriers.

There shall be levied, collected and paid a tax of 2c per bushel on all wheat withdrawn from a bonded warehouse; and on the withdrawal of the last one-twelfth of said total stored wheat, the owner shall equalize the total of such withdrawals with the total amount put in bond, finally paying such a sum as will make the total multiplied by 2c equal the number of bushels originally stored.

The said tax shall be paid to the custodian of the bonded warehouse for the district, and the money thus collected shall be paid into the Treasury of the United States and shall constitute a permanent appropriation to be called the "community millers' warehouse fund," to be used under the direction of the Secretary of the Treasury to defray the expenses of administering this act, the custodians to be appointed by the Commissioner who shall fix the compensation to be paid each; Provided, That local postmasters may, with the approval of the Postmaster General, be appointed such custodians.

## Demurrage Charges Reduced.

As the result of pressure brot to bear by shippers thru the National Industrial Traffic League W. D. Hines, director general of railroads, announced June 21 a reduction in demurrage charges to the following basis:

For the first four chargeable days after the usual two days free time, the rate will be \$2 per day, for all chargeable days; thereafter \$5 per day; effective July 20. The charge has been \$3 a day for each of the first four days, \$6 for each of the next 3 days and \$10 a day thereafter.

Demurrage will be charged on cars detained for loading.

The average agreement will be authorized to apply on inbound loads separately and on outbound loads separately, but no credits will be allowed to be transposed from one operation to the other—each being treated entirely independent of the other. The number of credits recoverable under the average agreement will be four and the method of computing the debits and credits and of making allowances for holidays will be the same as it has been under the old arrangement.

THE BILL authorizing \$750,000,000 for the railroad administration's revolving fund was passed by the lower house of congress, which makes a total of \$1,250,000,000 granted the administration since the roads were taken over by the government.

## Tri-State Dealers to Meet.

The Tri-State Country Grain Shippers' Ass'n will hold its second annual meeting at Minneapolis June 26-28. Convention headquarters will be at West Hotel. The convention sessions and the exhibit will be held in the Minneapolis Armory.

The opening session will be called to order by the president, A. E. Anderson of Cottonwood, who will also respond to the address of welcome by Mayor J. E. Meyers. On the program are:

"The Value of United States Grain Standards" by R. C. Miller, federal grain supervisor for the northwest.

"The Grain Trade and the Railroad Administration" by Henry L. Goemann, Chairman, Com'ite on Transportation, Grain Dealers' National Ass'n.

"What the Coal Situation has in Store for Country Dealers" will be discussed by W. H. Groverman, sec'y of the Northwest Coal Dock Operators Ass'n, from the standpoint of the dock companies and Ernest G. Pratt, Republic Coal Co. from the standpoint of an all-rail distributor. I. C. Cuvelier, editor of the Coal Dealer, Minneapolis will lead the discussion from the dealers' standpoint.

On Friday, there will be addresses by Julius H. Barnes, pres. of the U. S. Grain Corporation on "World Food Conditions"; Frank L. Carey, agt. Zone 4 on "U. S. Grain Corporation Plans and Policies for Handling the 1919 Crop" and Theodore Wold, Governor Ninth District, Federal Reserve Bank, Minneapolis, on "Financing the Grain Crop of the Northwest."

Friday evening will be devoted to entertainment features provided by the Minneapolis Grain Commission Merchants' Ass'n which will include a banquet at 6:30 at Donaldson's Tea Room.

"Car Distribution, Car Shortage and Grain Facilities" by O. P. B. Jacobson, Minnesota Railroad & Warehouse Commission.

"Milling Our Wheat at Home," by A. P. Husband, sec'y Millers' National Federation, Chicago.

"The Cheapest Kind of Grain Elevator Fire Insurance," Walter Scott Fleming, Chicago.

"Should the Ass'n Have an Insurance Co.?" B. P. St. John, Worthington, Minn. and

"Our Experience Collecting Freight Claims," by R. E. Jones, Wabasha, Minn., together with discussions of each topic will be the program for Saturday afternoon.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Commission carriers have made the following changes in rates:

**U. S. Railroad Administration** in Sup. No. 12 cancels Sup. No. 11 to Circular No. 1-N of Western Freight Traffic Bureau giving rules, regulations and exceptions to classifications, effective, July 10.

**M. P.** in Sup. No. 9 of tariff 1980-F gives rates on grain and grain products from Colorado, Kansas, Missouri, Nebraska and Oklahoma points to points in Arkansas, Florida, Illinois, Tennessee, and Louisiana points and Gulf ports for export, effective, July 21.

**M. P.** in Sup. No. 1 to tariff No. 3158-H gives rates on grain and grain products from Kansas City, St. Joseph, Atchison, Leavenworth, Omaha, South Omaha, Nebraska City, Council Bluffs, etc., to stations in Oklahoma on its own and connecting lines, effective, July 23.

**C. B. & Q.** in Sup. No. 2 to C. B. & Q. G. F. O. No. 1921-F, cancels Sup. No. 1, local and proportional freight tariff and gives rates on and rules governing the handling of freight between industries on its tracks at Chicago, Hawthorne and Clyde, Ill., and junctions of connecting lines, also from one location to another on its tracks, effective, July 15.

**C. B. & Q., Q. O. & K. C. Ry.** in connection with participating carriers in Sup. No. 48 to C. B. & Q. G. F. O. No. 37-1, Q. O. & K. C. tariff No. 1205-L cancels Sup. No. 47 giving local, joint and proportional freight tariff on grain, grain products, flaxseed, hay, etc., from Kansas City, Mo., Atchison, Kan., etc. to Metropolis, Ill., Paducah, Ky., etc. effective, July 20.

**C. & A.** in connection with participating carriers in Sup. No. 1 to tariff No. 1609-D gives local, joint and proportional rates applying on grain, grain products, seed, hay and straw and articles taking same rates between Chicago, Peoria, Ill., and St. Louis, Mo., and points taking same rates; also Rondout and Waukegan, Ill., and stations in Missouri on its lines; also Hannibal, Mo., effective, June 21.

**C. & A.** in connection with participating carriers in Sup. No. 1 to P. S. Co. Mo., No. 120 gives rates on grain and grain products in carloads, from Kansas City and St. Joseph, Mo., when originating at other points, or when milled at Kansas City or St. Joseph, Mo., from grain originating at other points to stations on the C. & A. and its connections in Illinois, Indiana, Iowa, Michigan, Missouri, Ohio and Wisconsin, effective June 20.

**C. R. I. & P. and C. R. I. & G.** in Sup. No. 1 to tariff No. 28, 405-D names local, joint and proportional rates on hay, straw and corn husks, carloads from stations in Arkansas, Colorado, Kansas, Louisiana, Nebraska, New Mexico, and Oklahoma, also Joplin, Mo., to Little Rock, Ark.; Memphis, Tenn.; New Orleans, La.; Texarkana, Ark.-Tex., and other stations in Alabama, Arkansas, Louisiana, Mississippi, Missouri and Oklahoma, effective July 21.

**C. R. I. & P.** and participating carriers in Sup. No. 68 cancels Sup. No. 67 to freight tariff No. 28675-B of local joint and proportional rates on grain, grain products, broom corn and seeds, between Chicago, Peoria, Rock Island, Ill.; Council Bluffs, Ia.; Kansas City, St. Joseph, St. Louis, Mo.; Minneapolis, St. Paul, Minn.; Omaha, Neb.; and stations taking same rates as shown in tariff as amended, also stations in Colorado, Illinois, Iowa, Kansas, Missouri, Nebraska and Oklahoma and stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texoma, Tex., effective July 5.

**C. R. I. & P.** and participating carriers in Sup. No. 40 cancels Sup. No. 39 to freight tariff No. 10389-D giving local, joint and proportional rates on grain, grain products and seeds between St. Louis, Mo., East St. Louis, Alton, and Quincy, Ill., Hannibal, Mo., and stations in Illinois, Iowa, Minnesota, Missouri and South Dakota, also Armourdale (Kansas City, Kan.), Atchison and Leavenworth, Kan.; also on grain and grain products, carloads from stations in Iowa, Minnesota and South Dakota, to Cairo, Thebes, Ill., Evansville, Ind., and Louisville, Ky., when destined Southeastern and Carolina territories, effective July 24.

**C. R. I. & P. and C. R. I. & G.** in connection with participating carriers in Freight tariff No. 28,405-D cancels freight tariff No. 28,405-C naming local, joint and proportional rates on hay, straw and corn husks, carloads, from stations in Arkansas, Colorado, Kansas, Louisiana, Nebraska, New Mexico, and Oklahoma, also Joplin, Mo., to Little Rock, Ark., Memphis, Tenn., New Orleans, La., Texarkana, Ark.-Tex., and other stations in Alabama, Arkansas, Louisiana, Mississippi, Missouri and Oklahoma, effective July 15.

**C. & A.** in Sup. No. 1 to tariff No. 1574-F gives joint and proportional freight rates applying on grain, grain products, seeds, hay and straw, carloads, from Kansas City, Mo., when originating beyond, also Blue Springs, Fulton, Gilliam, Glasgow, Higginsville, Marshall, Mayview, Mexico, Odessa and Slater, Mo., and stations in Missouri to Cairo, Ill., proper or when for southeastern or Carolina territories and Cincinnati, O., Evansville, and Jeffersonville, Ind., and Louisville, Ky., when for southeastern or Carolina territories, also Mississippi Valley points and stations in Alabama, Louisiana and Mississippi, effective June 21.

THE ADDITION of 1/2 d. per lb. to the cost price of rye, barley and oats permitted by the Prices Order, 1918, where the total quantity sold in any one week to one purchaser does not exceed 28 lbs. has been issued by the English Food Controller.

PROTECTION of the wheat crop from fire is urged by the state fire marshal's office at Topeka, Kans. It is suggested that six furrows be plowed around each field of shocked grain; that each stack yard be surrounded with a plowed guard sufficient to prevent flames leaping across; that the spark arrester on the threshing machine is in working order; that not too many stacks be placed in close proximity, and that stacks should not be placed near any building.

## Shipper's Sworn Weight Sufficient Evidence.

House Bill, No. 517, being an Act regulating the receiving, transportation and delivery of grain by railroad corporations, and defining the duties of such corporations with respect thereto, has been passed by both houses of the Illinois legislature and is now ready for the governor's signature. It deals specifically with the questions of receiving and transporting grain without distinction as to the manner in which it is offered, or discrimination as to the person or corporation to which it is to be shipped. It also provides that in case of the refusal or neglect of the railroad or of the corporation to weigh the grain then the sworn statement of the shipper or his agent shall be prima facie evidence of the amount delivered. The amended bill follows:

Section 1. Be it enacted by the People of the State of Illinois, represented in the General Assembly: That every railroad corporation, chartered by or organized under the laws of this State or doing business within the limits of the same, when desired by any person wishing to ship any grain over its road, shall receive and transport such grain in bulk, within a reasonable time, and permit the loading of the same either upon its track, at its depot, or in any warehouse adjoining its track or side track, without distinction, discrimination or favor between one shipper and another, and without distinction or discrimination as to the manner in which such grain is offered to it for transportation, or as to the person, warehouse or place to whom or to which it may be consigned.

Evidence.—Shortage. If any such corporation shall, upon the receipt by it of any grain for transportation, neglect or refuse to weigh the same the sworn statement of the shipper, or his agent having personal knowledge of the amount of grain so shipped, shall be taken as prima facie evidence of the amount so shipped; and in case of the neglect or refusal of any such corporation, upon the delivery by it of any grain, to weigh the same, the sworn statement of the person to whom the same was delivered, or his agent having personal knowledge of the weight thereof, shall be taken as prima facie evidence of the amount delivered: Provided, in case of suit such affidavit or a copy thereof shall be filed in court upon the bringing of such suit. The defendant shall have the right to cross-examine such affiant orally if it elects to produce said affiant at the trial, or by deposition if such affiant be beyond the jurisdiction of the court.

## To Kill Grasshoppers.

Grasshoppers have become so serious a pest in different parts of the country this season that organized effort has been called upon to save the crops.

Many fields that are not being destroyed at the present time are in danger, as the star grasshoppers that are in the fields are hard to see. They should be looked for in the roadside and in the grass along the fence rows.

Stewart Lockwood, special field agent of the Bureau of Entomology, U. S. Dept. of Agriculture, says:

The farmers must organize themselves by township or community groups and all use the poison at the same time. It would be better for the townships to have one man at the head of this work, in order that all farmers get their amount of poisoned bran.

The formula for this poisoned bran material is as follows:

Thoroughly mix in the dry form 100 pounds of wheat bran and four pounds of white arsenic or paris green.

Grind one dozen large lemons, rind and all, in a meat chopper and mix with two gallons of black strap molasses.

Dissolve four pounds of coarse salt in 10 to 18 gallons of water and add the syrup and pulp of the fruit.

Mix the poisoned bran with the syrup adding small quantities of the same to the mash at one time. Do not pour it all in at once as this would wash part of the bran free from arsenic.

Mix this with a shovel and stir until there are no lumps in the bran mash.

Broadcast this by hand in the late afternoon. This amount of poisoned mash should be used on 20 to 25 acres of land when the grasshoppers are actually at work.

The following cautions must be taken: This material is poisonous and should be handled accordingly. In the wet bran material mixture it can be broadcasted by hand without danger but dry arsenic should not be handled with the bare hands.

Follow the instructions explicitly. Failure to do so will result in failure of killing the grasshoppers.

The material should be so mixed as to leave no lumps in the mass of bran.

The poisoned mash will be more effective if placed in a water tight barrel, covered with a wet sack and left to stand for 24 hours.

THE DAYLIGHT saving law has been repealed by both houses of congress, following an almost unanimous demand from the farmers of the Middle West. The date as adopted by the senate was October 26, and by the house October 30. A conference resulted in an agreement on the first mentioned date.

RECEIPTS and shipments of wheat at markets, from November 1, 1917, to July 1, 1918, as reported by the Bureau of Markets, U. S. Department of Agriculture were as follows: Hard red spring, 54,256 carloads; common and red durum, 8,974; hard red winter, 26,419; soft red winter, 29,300; common white, 12,219; white club, 4,858; mixed wheat, 17,700 carloads, making a total of 153,762 carloads.

POSTPONEMENT of the collection of its \$500,000 allotment of federal aid money August 1, will be necessitated by the State of Iowa because it will be unable to go 50-50 with the government in the matter of road building. Automobile license fees will be increased the first of December so that by spring there will be sufficient for the state to meet all obligations and it can then get the \$2,000,000 in addition to whatever is due on the second allotment. About \$1,500,000 of automobile license money will be collected August 1, but until the law this must be used in draining, grading or hard surfacing the primary roads already constructed. Roads, other than those designated as primary will have more money than ever before which will be raised by a general tax on all property.



## Supply Trade

DOES YOUR ADVERTISING space fully represent your product and company?

TOLEDO, O., June 21.—O. W. Randolph says: "We sold 11 grain driers during the past week."

THE INCREASING GROWTH and power of the Trade Press is the strongest recommendation for this form of business promotion.

CHICAGO.—The Illinois State Inspection Office is installing eight Hess Official Brown-Duval Moisture Testers with gas heaters, and six with electric heaters.

IT DOESN'T PAY to bother with firms that do not advertise—they either are out of the line, or have so much business that they cannot give prompt attention to your orders.

PORTLAND, ORE.—The grain men have been holding back their bag orders in an attempt to bear the market, but recently they have been buying at current prices through necessity.

GOOD ADVERTISING copy is said to be that which "has the punch to arrest attention by ballyhoing the advertiser's business in such a manner that it gets home" and makes selling easier.

CHICAGO.—The new catalog No. 635 issued by the Seed Trade Reporting Bureau, Postal Telegraph Bldg., lists a complete line of necessities for grain testing, both for determining weight per bushel and the moisture test.

RECIPE FOR SUCCESS: To each pound of your invested capital add several ounces of good book-keeping; a generous quantity of service; a goodly portion of advertising and a great big dash of enthusiasm. Then stir.—The Tradesman.

SIDNEY, O.—Sergt. M. J. Young has recently returned from camp at Lemans, France, where he was stationed over a year, and is now back with the Philip Smith Mfg. Co., and prepared to give close attention to the needs of grain elevator men. Yes, he was mighty glad to get back.

PORTLAND, ORE.—Reports indicate that the fir lumber future is in a chaotic condition. Some say the peak of the market is here; while others are talking of an advance; but the impression is that all would like to see yard stocks move faster as the prices are double 1914 figures. Shingles have declined in price.

## Books Received

HOW TO TAKE AN APPEAL is the most recent publication of the Bureau of Markets that should be in the hands of every grain dealer for ready reference, as it categorically answers many questions that come up and gives definite information as to methods of procedure. Issued May 23 as Service and Regulatory Announcements No. 52, Bureau of Markets, Dept. of Agri., Washington, D. C.

YEAR BOOK of the Price Current-Grain Reporter for 1919 gives valuable statistics on grain, provisions, beans, hay and live stock, including market prices, receipts and shipments, production, the federal grain grades and much miscellaneous information required by handlers of those products. Paper, 112 pages; by Eaton G. Osman, editor of the Price Current-Grain Reporter, Chicago, Ill. Price, \$1.

REPORT OF THE KANSAS STATE BOARD OF AGRICULTURE for the quarter ending December, 1918, is a paper bound book of 128 pages devoted to Kansas statistics. It gives the population by counties and cities, assessed valuation, acres, yields and values of agricultural products, numbers and value of livestock for the

years 1917-18 together with other tables and diagrams showing yields and values of numerous products for various periods. Kansas State Board of Agriculture, J. C. Mohler, sec'y, Topeka, Kan.

## Impracticable to Guarantee Digestible Nutrients.

George A. Chapman, chairman of the executive com'te of American Feed Manufacturers Ass'n, at the recent St. Louis convention, showed that an honest statement of contents on the label should be sufficient for the protection of the buyers, and that the theoretical requirements of guaranteed analysis worked against the best interests of both feeder and manufacturer. He said:

While the situation, so far as wheat feeds are concerned, temporarily came back to normal, there is a probability in the coming few months, owing to the exhaustion of the old crop of wheat, we shall again see a heavy shortage of wheat by-products.

This shortage of important feed materials has thrown a great responsibility on the feed manufacturer. He has been looked to to supply substitute feeds for this great tonnage which has been taken away.

In addition to the shortage of by-products, there was a change in the character of by-products, due to war milling conditions. Red dog flour was not produced at all; the flour extraction was such that middlings were not of the quality heretofore manufactured; the barley feed was little more than barley hulls.

With all of these changed conditions it is not surprising that some poor feeds were found upon the market. Reputable and experienced manufacturers of mixed feeds found the greatest difficulty in keeping up the standard and uniformity of quality of their mixtures. In the main this was accomplished, but in some cases by almost superhuman effort. In other instances manufacturers of necessity changed the character of their product. Because of the shortage of supplies and the consequent great demand, many millers took up the manufacture of commercial feeds who had little or no knowledge or experience. Many of these failed to produce feeds up to guarantee or containing ingredients as represented on their packages, through sheer lack of knowledge and not through any desire to defraud.

In selling any product either mixed or unmixed, which had feed value and was not deleterious to the health of live stock, it was considered just to state upon the package the true name of the material, or the true names of the materials which entered into the composition, the chemical analysis and the name and address of the manufacturer. That, in effect, is the law which now exists in more than forty states.

It never has been considered practical to guarantee digestible nutrients in any feeding-stuff for the reason that the statement of digestible nutrients cannot be verified without actual digestion tests. To tell whether all of the feeds offered for sale in the United States, or in any one state, lived up to the guaranty claimed by its manufacturer would be an impracticable and impossible proposition.

Digestible Nutrients.—It will be manifestly bad legislation to require the digestible nutrients to be shown on the package. Such legislation, being unenforceable, would put a premium on misrepresentation. The manufacturer who could stretch his conscience the most in making his declaration would have an unfair advantage over his more honest competitor as well as over the feeder who ultimately buys and feeds the feed.

A feed may contain a large quantity of any one of a number of so-called low-grade materials, yet be an excellently balanced feed for the purposes for which it is sold. It may still be high in digestible nutrients, comparatively low in fibre, of the best physical condition from the point of view of grinding and bulk; it may be the highest palatability, its physiological effects the best; it may be comparatively low in price, and the best purchase a feeder can make for the purpose for which he wants to use it and for the purpose for which it is sold; yet, in effect, such legislation would be a warning against such a feed.

The chemists and feed control officials of the country are practically unanimous in the statement that the percentages of ingredients in most compounded feeds are impossible of determination, even with approximate accuracy, either by chemistry or by the microscope.

To place the government's stamp or guarantee as to the correctness of the manufacturer's statement on a package would require permanently in every feed mixing plant an inspector, who would know what was going on every day in the year.

It is no more right to judge a finished compounded ration or to discriminate against such a ration because of one of its constituent materials than it would be right to judge cottonseed meal as a dairy, horse or hog feed by feeding it to the animal alone and refusing to

recognize the merits of balancing it with other requisite materials for proper feeding.

The "holier than thou" attitude of some manufacturers, who have taken up a certain line of materials which they believe are the best for them to use, or the location of their plants makes it desirable for them to use, and who compound usually most excellent feeds from them, but who can see no good in the use of the dozens of other materials which they do not use, and can acknowledge no possibility of producing good compounded feeds from other materials, is an attitude much to be condemned. This attitude is holding back the progress of the feeding-stuffs industry, doing an injury to honest competitors, retarding the conservation of by-product materials, and discouraging enterprise.

Oatmeal mill by-product, the mis-called oat hulls, when it leaves the mills has the lowest moisture content of all feedingstuffs. It is low in protein, yet rich in carbo-hydrates. It contains about 29 per cent crude fibre. The worst that can be said of it is that it is high in fibre and low in protein, yet that fibre is probably the most digestible of any crude fibre in any feedingstuff, digestion tests showing the crude fibre to be about 60 per cent digestible. This is probably due to the excessive heat in the roasting of the oats before hulling, which would tend to break down the gums and other covering of the fibre, and the fact that it is finely ground. It requires about 320 pounds of oats to make 200 pounds of oatmeal; the balance 120 pounds or about one-third in this material. It is one of the sweetest, cleanest, purest by-products we have.

Its low moisture content, its palatability, the high digestibility of the crude fibre content, make it one of the most ideal mixing ingredients known. Its digestibility is from 51 to 54 per cent, as against whole oats 70 per cent. It has about the same total digestible nutrients as alfalfa meal and almost as many as bran or molasses. It has five-sevenths as many total digestible nutrients as oats, five-eighths as many total digestible nutrients as corn.

It has come to the conclusion that only by a federal law placing all feedingstuffs in the same category and requiring the complete formula of all mixtures to be shown on the packages, coupled with a rigid mill inspection enforcement plan, can anything of additional practical value to the feeder be accomplished. It is likewise the judgment of the executive com'te that such a law will be of so little value to the feeder over existing laws as to warrant the expense of enforcement and the handicap to business.

## J. ROSENBAUM GRAIN CO.

### GRAIN MERCHANTS

We will be actively in the market for new wheat for shipment to Kansas City, Galveston and Chicago.

Wire for our bids before selling.

CHICAGO  
KANSASCITY  
GALVESTON  
FORTWORTH  
NEW YORK

Heard the latest grain news? It's in this week's Review.



## Feedstuffs

LONGMONT, COLO.—The mill of the Alfalfa Meal & Feed Co. burned recently.

"HI-TEST" has been registered by the Maritime Trading Corporation of New York, for its stock food, under serial No. 116,817.

ELK HORN, IA.—We own and operate the Elkhorn Feed & Seed Store. O. N. Olsen is mgr.—Gund & Sien, A. Sien, mgr., Atlantic, Ia.

RIVERTON, UTAH.—The Roberts Alfalfa Milling Co. will erect a \$15,000 3-story fireproof alfalfa mill with a capacity of three tons an hour.

KNOXVILLE, TENN.—The Security Mill & Feed Co. is installing machinery for a 20-ton plant to manufacture horse, dairy and other feeds.

BUFFALO, N. Y.—The Farmers Feed Co. is enlarging its facilities for handling feeds by building a one-story steel storage house to cost about \$5,000.

WM. G. CROCKER, of Minneapolis, Minn., has been appointed chairman of the special legislative com'te of the Millers National Federation on commercial feedstuffs.

CAIRO, ILL.—The Roberts Cotton Oil Co. of Memphis, Tenn., is building a fireproof seed storage house, 70x200 ft. to replace one destroyed by fire. L. A. Stinson has the contract.

ST. JOSEPH, Mo.—P. H. Lawson, head miller of the Aunt Jemima Mills Co., is the newly elected pres. of the Fraternity of Operative Millers of America, in session at Kansas City recently.

RECEIPTS of feedstuffs at Milwaukee during the month of May were 3,955 tons, shipments, 18,940 tons, compared with receipts of 2,343 tons and shipments of 17,439 tons in May last year.

DENVER, COLO.—The Mountain States Mixed Feed & Feed Yards Co. has bot 40 acres of land for \$14,000 a mile from Union Stockyards and will build a plant to cost approximately \$750,000.

LOUISVILLE, KY.—A number of fires which have broken out in the plant of the Cottonseed Products Co. have destroyed the last warehouse, but the main plant, which is of brick remains intact.

JAMESTOWN, N. Y.—Condemnation proceedings have been begun by the government against 4,800 sacks of rice bran which are lying in the railroad yards and which it is charged are misbranded.

RIVERTON, UTAH.—Leading livestock growers and business men will build a 40-ton alfalfa mill, the machinery for which has already been purchased. Zach Butterfield is one of the men interested.

ST. LOUIS, Mo.—John C. Reid, general mgr. of the Corno Mills Co. is pres. of the Board of Directors of the American Feed Manufacturers Ass'n, having been elected at the recent convention in St. Louis.

THE WORD "RENCO" in a fancy diamond shaped setting is the trademark chosen by Wm. T. Reynolds & Co., Inc., Poughkeepsie, N. Y. for its poultry and stock feeds registered under serial No. 117,699.

BINGHAMPTON, N. Y.—J. W. West is now special salesman for the Empire Grain & Milling Co. selling its dairy feeds. His territory is New York and Pennsylvania. Mr. West was for 13 years with Chapin & Co.

LOUISVILLE, KY.—Geo. F. Korfhage, feed dealer, has bot the plant of the Falls City Brewing Co. which was sold at public auction, paying \$61,000. He will either make near beers or remodel it into a feed plant.

CLINTON, IA.—The Macx Feed Milling Co. are building a stock molasses feed mill and will manufacture three or four products, operating capacity 400 sacks per hour. The mill building will be of steel construction.—Frank Kaucher.

EAST ST. LOUIS, ILL.—The reports of the death of Edward Solisberg, head of the Golden Grain Milling Co., published in recent issues were "greatly exaggerated" as Mr. Solisberg is in a fair way to recover from his alarming illness.

PORTLAND, ORE.—The Portland Flouring Mills Co. will extend its plant by the erection of a new cereal mill and warehouse to cost in the neighborhood of \$200,000. The foundation is completed, the extension covering an entire block.

MINERAL POINT, WIS.—The John C. Martin Co. of this city will incorporate with a capital of \$75,000, and will operate under the name Martin's Calf Feed Co. Several new feeds and possibly some medicinal preparations will be added to the present line.

BUFFALO, N. Y.—Maxwell M. Nowak, who recently severed his connection with the Curtiss Grain Corporation is to be at the head of the new Broadway National Bank. Before settling down to his work here, he will spend two months studying business conditions in France and Poland.

DAVENPORT, IA.—The Purity Oats Co. has received an order for 10,000 bags of rolled oats for shipment to Sweden. Each bag weighs 110 lbs. Since the merger of this company with the American Hominy Co., new equipment is being installed and the capacity of the plant enlarged.

CLINTON, IA.—The management of the Champion Feed Milling Co. has been taken over by a corporation, the members of which are Messrs. McIntosh, Meyers, and Moeszinger and Dr. Kirschner. F. C. Brayton is said to have disposed of his stock in the company to the new mgrs.

ST. LOUIS, MO.—The Alfalfa & Cereal Milling Co., recently incorporated at \$1,000,000, has let the contract for an immense plant to cover five blocks for the manufacture of cereals, alfalfa and molasses feeds. Three large, reinforced concrete buildings or mills with several storage tanks with a storage capacity of 500,000 bus. will be built this year. It is proposed eventually to make this plant one of the largest of its kind in the United States. The alfalfa mill will have a daily capacity of 300 tons.

DE PERE, WIS.—The A. G. Wells Co. is building a 50x75 ft. reinforced concrete building just north of its elvtr. which it is said will be used in the manufacture of all kinds of ground feed, including dairy and poultry feed and the handling and cleaning of all kinds of seeds. The new building will be two and three stories high, the bins being on the high side. It will be ready for business by early fall. The members of the new company which will manage this plant are C. A. and R. Osen of Green Bay, Hugo S. and Leland A. Wells.

### Exports of Feedstuffs.

April exports of feedstuffs, compared with April, 1918, and for the ten months ending April, 1919, compared with the corresponding months ending April, 1918, as reported by the Bureau of Foreign and Domestic Commerce, were as follows:

	1919.	April 1918.	10 mos. ended April 1919.	1918.
Brn midds., tons	331	810	5,881	5,947
Dr. gr. mlt. sps., tons	97	.....	307	670
Millfeed, tons	735	1,849	4,974	10,367
Corn oil cake, lbs.	.....	.....	70,970	457,934
Cfnd meal, lbs.	15,346,605	368,860	120,493,028	33,413,605
Cfnd cake, lbs.	47,753,507	1,221,460	117,629,478	11,045,263
Lins'd cake, lbs.	47,909,170	5,351,170	117,275,000	124,674,429
Lins'd meal, lbs.	1,430,654	1,401,097	38,814,936	18,864,293

THE PROPORTION of millfeed consumed each month derived from 30,000 crop reports, 100% being the year's consumption is: January, 10.9; February, 11.5; March, 11.5; April, 10.3; May, 7.7; June, 5.8; July, 4.8; August, 5.2; September, 5.7; October, 6.3; November, 9.2; December, 10.6, according to the U. S. Dept. of Agriculture.

THE ELEVENTH ANNUAL CONVENTION of the American Feed Manufacturers' Ass'n, which was held in St. Louis, June 5 and 6, was one of the best in the history of the organization. The large assemblage of feed men was called to order by John C. Reid, who presided. The address of welcome was delivered by Hon. Henry W. Kiel, the response being by Harold Abbott, pres. of the Ass'n. Officers in charge last year conducted affairs so successfully that all were unanimously re-elected. They are John C. Reid, St. Louis; J. G. Boyce, Davenport, Ia.; J. W. Anderson, Milwaukee; Dwight E. Hamlin, Pittsburgh; H. Wehman, Minneapolis; F. J. Ludwig, Boston; P. R. Park, Boston; G. E. Hillier, Cedar Rapids, Ia.; W. A. Reynolds, A. F. Seay, St. Louis; C. U. Snyder, Chicago; R. P. Waldron, New York; F. M. Wilson, Lamar, Colo.; W. R. Smith Vaniz, Memphis, Tenn.; and F. S. Lodge, Chicago. Members of the Executive Com'te are: Geo. A. Chapman, Chicago; H. G. Atwood, Peoria; R. W. Chipin, Chicago; R. F. Deibel, F. A. McClellan, Buffalo, and O. E. M. Kellar, Chicago. The report of the treasurer showed a balance on hand of \$137.84; balance a year ago and collections for the year, \$18,818.09 and disbursements, \$18,680.25.

### Trade-Marks.

BY ROBERT W. CHAPIN.

The number of conflicts of brands in the feed industry is so large that it is really painful. It shows such a lack of business training, legal knowledge, or even common sense.

It would seem that when a new concern starts in business, or an old one wishes to start a new brand, they call in the office boy, the bookkeeper and the head miller, and say to each other, "What shall we call this feed?" The head miller says "Let's call it 'Peerless'." The office boy says "Acme," and the bookkeeper something else. Then they pick out a brand which has been in use by 25 other people for many years.

Some of the best and biggest firms in the country are guilty of such childish methods of brand selection. It never occurs to them that they might search through the feed inspection bulletins of the leading states, and see who was using this same name. Their bulletins are, or should be, in the possession of every manufacturer, seeing they are free and easy to obtain.

If you have used the brand "Green Dragon" in your business continuously for a long number of years, and have not let anyone else infringe upon it, at least, knowingly, certainly no one can take the ownership away from you by beating you to the U. S. Patent Office, or by registering in a State.

After this, no one can say he was unaware that some one else was using a trade-mark. The archives of the American Feed Manufacturers Ass'n will be open to members and non-members, so that no one can give an excuse for not informing himself about the priority rights of others.

THE WHEAT CROP of Bombay, India for 1919, according to official estimate is 30,000 tons which compares with 926,000 tons last year.

THE IMMEDIATE RELEASE of all foodstuffs not needed for government purposes and for public sale, a survey and sale of foodstuffs held in public storage in various parts of the United States is advocated in resolutions recently adopted by the senate and house of representatives.



## Feedstuffs Legislation.

Louis F. Brown, sec'y of the American Feed Manufacturers Ass'n, at St. Louis gave the following summary of recent legislation:

**The State of Alabama** amended its law by providing against the use of certain by-product materials. Recent rulings of the Commissioner provide that no feedstuff containing less than 9 per cent protein, 2 per cent fat, or more than 15 per cent fibre, will be registered for sale in the state, except that when a feed is branded to be sold as an ox feed, the guaranteed fibre content will be accepted at a figure not greater than 26 per cent; or when the protein content is guaranteed to be not less than 15 per cent and the fat content not less than 2 per cent, the guaranteed percentage of fibre will be acceptable at a figure not greater than 20 per cent; and a mixture consisting of oats, alfalfa meal and molasses will be accepted under a guaranteed fibre content of not to exceed 17.5 per cent.

A ruling of the Department under date of April 22 provides that oatmeal mill by-product may be used as an ingredient in mixed feeds when designed as such with the qualifying terms of oat shorts, oat hulls and oat middlings, when such material does not contain oat hulls in excess of the amount contained in mill run oatmeal mill by-product and when designated as oat feed with the accompanying explanation of the ingredients; and that mill run wheat, oat, barley and corn screenings may be used as ingredients in mixed feeds when designated as such, the term screenings or grain screenings not being permissible.

**California** has passed a new feed inspection law which in addition to the usual requirements of labeling on packages added another requirement that the maximum percentage of ash be guaranteed on label and if such ingredients as corn cobs, corn bran, oat hulls, barley hulls, rice hulls, ground light rice, alfalfa meal or similar materials, constitute a portion of the package, the percentage of such ingredients must appear on the label.

This bill at last accounts, was awaiting the action of the Governor. Whether it has become a law or has been vetoed, I am at this time unable to state.

**Florida** considered a bill, which, in addition to the usual requirements of labeling, provided for a maximum moisture guarantee to appear on labels, together with other objectionable features. The bill was not seemingly seriously considered by the legislature and died in committee.

**Minnesota** enacted a new law which provides that when certain ingredients enter into the composition of mixed feeds and the protein guarantee is 9% or less and the fibre guarantee 12.5 per cent, or more, a special tag or label must be used on which shall appear the per cent present of each of the materials named in the Act, or the names and total per cent, of all such materials, or the names and maximum per cent thereof.

The law also changes the revenue feature by providing that tags or labels shall be sold as follows: \$1.00 for each 100 tags or labels to be used on packages containing 100 lbs.; 60 cents for each 100 tags or labels on packages to contain 50 pounds; 40 cents per 100 for each 100 tags for packages containing 25 pounds; and that the State Dairy and Food Commissioner shall at his discretion issue tags or labels to cover more than 100 pounds or less than 25 pounds, as provided in the Act. He shall receive for all tags or labels in excess of 100 pounds a proportional rate on the basis of a 100-pound tag or label and for all tags or labels issued in denominations of less than 25 pounds he shall receive not less than 30 cents for each 100 tags or labels.

The law also provides that any feedstuff which contains humus, peat or sphagnum moss, shall have a statement of the maximum percentage of such material on the label.

**New Jersey**—A minor change in the New Jersey law provides for a registration fee of 50 cents per brand. A change in the penalty for violation is also made. I have been unable to secure copies of these amendments, being advised by Dr. Cathcart that the changes made have not yet been printed.

**New York** considered a bill providing that when certain materials were used in the manufacture of mixed feeds, the amount of such materials so used must appear on label; also a provision against the use of metal fasteners in attaching tags to bags. Another provision of the bill gave authority to the administrative officer to make mill inspections of plants located outside the state, the present authority permitting mill inspection of plants located within the state. This proposed legislation was not enacted into law.

**Washington** has recently enacted a law providing that no mixed feeds shall be sold in the state when containing more than 10 per cent fibre. Another provision of the law forbids the sale of any feedstuffs containing any one of a considerable number of specifically named materials.

I am indirectly informed that court proceedings have or are about to be instituted to test the constitutionality of this law.

**West Virginia**, which heretofore has not had a feed inspection law, enacted a law which is very similar to the Uniform Feed Law recommended by the Ass'n of Feed Control Officials. An effort was made to require the percentage of ingredients to appear on label also, although this requirement does not appear in the statute. We have, however, been notified that no attempt will be made at this time to insist upon this requirement.

**Wisconsin** has recently amended its feed inspection law to make it unlawful to sell any concentrated commercial feedstuffs which contain any weed seeds in which the germ or life has not been destroyed by grinding, crushing or otherwise.

The legislature of Wisconsin is now considering a proposal to change the present revenue feature of the law by providing for a tonnage tax of 5 cents per ton, based on the New Jersey plan of collection, it being claimed that under the present revenue system insufficient funds are secured to intelligently enforce the law.

Several new sheets for our Digest of Feed Laws will shortly be prepared for distribution. This work would have been done before but for the fact that we desire to have all the printing done and sheets distributed at one time and some legislatures have not yet adjourned and in other cases the new laws have not been printed, which accounts for the delay in this matter.

On May 29th we advised our members of the introduction of a bill in the House of Representatives by Congressman Ashbrook of Ohio, providing for standard weights for flour, meals and commercial feedstuffs, said bill to be effective July 1st, 1919, if passed. The replies to my inquiry were widely diversified—some replies favored the passage of the bill; others were opposed to its passage. However, the prevailing opinion seems to be that if the time for taking effect were extended possibly to January 1, 1920, in order that supplies now on hand might be utilized, the proposal might not be so objectionable.

## Program National Hay Convention.

The 26th annual convention of the National Hay Ass'n will be held at Hotel Statler, Detroit, Mich., July 16 to 18 inclusive.

The convention will be called to order at 9:30 a. m. by Samuel Walton, pres. After the invocation by Rev. M. S. Rice, Detroit, and the singing of "America" by the assembled delegates, the address of welcome will be delivered by Mayor Jas. Couzens. J. L. Dexter, ex-president of the Ass'n will respond. The memorial address will be delivered by D. W. McMillen, Fort Wayne, Ind. Considerable routine business will follow and there will be two addresses, one, "Some Stray Bits from Overseas," by Col. H. C. Jones, Baltimore, and the other, "Several Legume Hays," by Dr. H. E. Horton, Agricultural Commissioner, American Steel & Wire Co., Chicago.

The morning session on Thursday, will be taken up with reports of vice-presidents and committees, intermingled with addresses by Lee G. Metcalf, Illiopolis, Ill. on "The National Organizations—Essential," and E. C. Eikenberry, Camden, O., whose subject will be "Is Business Adjusting Itself Properly to Post-War Conditions." Presentation of prizes in membership campaign will be made by D. S. Wright, Ex-pres., Weedsport, N. Y.

Speakers in the afternoon are: Dr. John Acheson, Col. A. D. Kniskern, Forage Branch, War Department, Chicago; G. I. Christie, Ass't Sec'y of Agriculture, Washington, D. C. There will also be reports from committees. The Friday morning session will be given over entirely to business.

A banquet with cabaret features and followed by a dance will be given Thursday evening. On Wednesday the Detroit Board of Trade has arranged a lake trip for delegates and their friends on the steamer Columbia which will take the entire afternoon.

**CHARGES OF HOARDING** preferred against C. H. Wayne, a grain dealer of Rock Island were investigated by the Food Administration. Wayne had 345,000 bus. of May corn in Chicago, May 31, about half the corn in the market at that time. Upon its being reported, Wayne was cited to appear before the law enforcement division investigating board. He did not deny having had the corn, but stated that he was always a large operator and did not consider this particular deal as being an offense. His license has been canceled.

## Grain Buyers Weight and Copy Book No. 66

Is designed for agents of line companies, to use in keeping record of each day's purchases. Sending carbon copy to home office and retaining original. It saves labor and time and prevents errors in copying.

This book is 12x12, contains 225 pages and has room to record 7,425 loads in duplicate. Each page has duplicate printing for column heads of Gross, Tare and Net weights and the page is perforated down the middle from top to bottom, so that half of it folds back on the inside half, bringing the duplicate printing on half of the page over the printing on the under half, so that when a carbon paper is inserted between the leaves formed by folding back the page, an exact duplicate is made of the original entry.

A sheet of pressboard 6x12 inches is furnished with each book. It is placed between the pages and makes a good writing surface. Three sheets of carbon paper are furnished with each book.

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Printed in two colors of ink and numbered in duplicate. Seventy-five originals on Goldenrod Bond paper and 75 duplicates on tough pink manila. Well bound with heavy hinged pressboard covers so book will open flat. Three sheets of carbon paper.

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A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its pages of linen ledger paper, size, 8 1/4 x 13 3/4 inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners.

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## Supreme Court Decisions

**Arbitration.**—An award of arbitrators cannot be set aside because of the failure to determine a question submitted to them by the agreement for arbitration, but upon which no evidence was presented.—*Hannevig v. R. W. J. Sutherland & Co.* U. S. Circuit Court of Appeals. 256 Fed. 445.

**Measure of Damages for Delay.**—Shipper's measure of damages for carrier's delay is difference between price shipper was forced to take by reason of delay and price he would have received if there had been no delay.—*International Harvester Co. v. C. M. & St. P. Ry. Co.* Supreme Court of Iowa. 172 N. W. 471.

**Arbitration.**—Altho an agreement to arbitrate may not be binding, yet if the parties submit the controversy to arbitration, the award is binding, unless affected by fraud, partiality, or other improper conduct of the arbitrators.—*N. P. Sloan Co. v. Standard Chemical & Oil Co.* U. S. Circuit Court of Appeals. 256 Fed. 451.

**Limitation of Carrier's Liability.**—It is competent for a steamship company as a carrier of goods to limit its liability to a certain amount in case of loss or damage, even as against its own negligence, where the valuation is the basis on which freight is charged and this fact was fully known to the shipper.—*Frederick Leyland & Co. v. Hornblower.* U. S. Circuit Court of Appeals. 256 Fed. 289.

**Charter.**—Where agents for the shipper, who negotiated the charter, signed the shipper's name, but quoted its wire as authority, and there was no proof that they had authority to bind the shipper, notice to the agents to designate the port of loading is not sufficient to charge the shipper with demurrage.—*Mobile & Gulf Nav. Co. v. Sugar Products Co.* U. S. District Court, Alabama. 256 Fed. 392.

**"Holder" of B/L.**—One who merely had custody of an order B/L for another without right of property or interest in it or control of it or right of possession beyond its safe-keeping was not the "holder" of such bill within Act. Cong. Aug. 29, 1916, federal Uniform Bs/L Act, § 42 (U. S. Comp. St. § 8604u) defining holder.—*J. F. French & Co. v. Pere Marquette Ry. Co.* Supreme Court of Michigan. 171 N. W. 491.

**Buyer's Failure to Inspect.**—Where a consignment of beans purchased were shipped under B/L allowing inspection, and the beans were taken by buyer and kept in his warehouse for 30 days before inspection and then objected to as inferior in quality, held, that plaintiff had accepted the consignment by taking possession without inspection.—*Lieblein v. Isbell Bean Co.* Supreme Court of Michigan. 172 N. W. 388.

**Joint Use of Spur Track.**—An owner of land over which a railroad spur track runs, who sells part of the land under a warranty that the spur track was lawfully placed on the land and that its free and unrestricted use would be continued, has a sufficient interest to intervene in a suit by a shipper to establish a right to the use of the spur to the exclusion of other shippers.—*Northern Gravel Co. v. Muscatine N. & S. Ry. Co.* Supreme Court of Iowa. 171 N. W. 787.

**Failure to Furnish Official Certificate of Weight.**—Where seller, having instructed bank, upon buyers' claim of weight shortage, to hold purchase money in escrow pending final settlement of weights, waited for about two years for buyers to furnish official certificate of the weigher substantiating their claims of shortage, without buyers furnishing such proof, he was prima facie entitled to recover the money.—*Mavros v. Irving National Bank.* Supreme Court of New York. 176 N. Y. Supp. 128.

**Interstate Commission Must First Rule on Reimbursement for Coopering.**—The character or equipment which a carrier must provide, and allowances which it must make for instrumentalities supplied, and services rendered, by the shipper—such as lining cars used in transporting carload shipments of grain in bulk—are problems which directly concern rate-making, and are peculiarly administrative, on which there should be an appropriate inquiry by the Interstate Commerce Commission before being submitted to a court.—*Midway Co-op. Elevator Co. v. Great Northern Ry. Co.* Supreme Court of North Dakota. 169 N. W. 494.

**Fire Set by Locomotive Engine.**—In action for injuries by fire from locomotive, evidence of sparks and cinders from the locomotive was competent notwithstanding evidence of the use of spark arresters and spark arresting appliances, upon question of efficiency of spark arresters, particularly in view of evidence that the locomotive was not equipped with the best spark arresters in general use at such time.—*Int. Harv. Co. v. C. M. & St. P. Ry. Co.* Supreme Court of Iowa. 172 N. W. 471.

**Workmen's Compensation Act.**—A carpenter, working by the hour and paid weekly by a miller to make additions and repairs at the mill under the miller's supervision, first working a few weeks in September and later returning to do more of the work in November, was within the Workmen's Compensation Act as an "employee"; the work being in the "usual course" of the miller's business, and the carpenter not being an independent contractor.—*Caca v. Woodruff.* Appellate Court of Indiana. 123 N. E. 120.

**Arbitration.**—An award of arbitrators should not be set aside by the court merely because the arbitrators ignored evidence, nor merely because it may be found it lacked sufficient evidence to support it, nor merely because the arbitrators fell into an honest error in judgment. Gross mistake strongly proved will avoid an award of arbitrators, and relief for such mistake does not depend upon satisfying the arbitrators of it on an application to them for a rehearing.—*Turner v. Hartford Fire Ins. Co.* Supreme Court of Iowa. 172 N. W. 167.

**Spotting Cars at Portable Elevator.**—By reason of the provisions of the Congressional Act regulating interstate commerce (U. S. Comp. St. § 8563), the Corporation Commission is without jurisdiction to require a railway company to designate a point on its right of way for the location of a portable grain elevator and to spot cars thereto for interstate shipments, when the effect of such order is to obstruct interstate commerce by materially interfering with the movement of cars to and from elevators permanently located near the right of way, and with the loading of cars on the right of way by track shippers.—*C. R. I. & P. Ry. Co. v. State and Lawton Grain Co.* Supreme Court of Oklahoma. 180 Pac. 246.

**Measure of Damages for Breach of Contract.**—The measure of the buyer's damages for seller's breach of contract to deliver wheat f. o. b. cars at certain station within certain time is the difference between the contract price and the market price of the wheat f. o. b. cars at such station, at the time delivery was to have been made. Buyer, suing seller for breach of contract to deliver wheat f. o. b. cars at certain station within certain time, was not entitled to judgment for damages, where he introduced no evidence of the market value of wheat at such station, notwithstanding evidence of market value at point of destination and at other stations.—*Hallan v. Duckworth.* Court of Civil Appeals of Texas. 209 S. W. 222.

**Delivery and Acceptance.**—In an action for breach of contract to deliver corn where it appeared that the amount of corn called for by the contract had actually been delivered, but was claimed by plaintiff to be of inferior quality and not in compliance with the contract, the burden of proving that the contract had not been fulfilled was upon plaintiff. In an action for breach of contract to deliver corn sold where defendant alleged delivery of an amount of corn called for by the contract, plaintiff's acceptance of such corn as being of the quality contracted for is conclusive against him, unless he made it clear to defendant at the time of delivery that the corn was not received under the contract.—*Wright v. Dubbled.* Supreme Court of South Dakota. 172 N. W. 500.

**Payment Before Inspection.**—Where goods are shipped under buyer's agreement to pay purchase price by sight draft with B/L attached, payment is a condition precedent to delivery and inspection of goods, under Personal Property Law, § 128, subd. 2. Where goods were shipped to buyer without agreement that shipment should be made "collect on delivery," and without agreement that buyer would pay purchase price by sight draft to be attached to B/L, and where no terms of payment were specified in agreement, the delivery and payment were concurrent obligations under Personal Property Law, § 123, and buyer had the right of inspection before he was required to accept and pay for the goods.—*Imperial Products Co. v. Capitol Chemical Co.* Supreme Court of New York. 176 N. Y. Supp. 49.

**Delivery to Carrier.**—Ordinarily, in case of sale of goods to be shipped by the seller from one place to another, delivery to the carrier is delivery to the buyer, unless there is a special agreement to the contrary. Delivery of the goods to a common carrier, together with the taking of a nonnegotiable bill of lading in the name of the buyer, was strong proof of intention by the sellers to transfer title to the buyer.—*Edelstone v. Schimmel.* Supreme Judicial Court of Massachusetts. 123 N. E. 333.

**Interstate Shipment.**—Where carload of grain was originally shipped from one state to another, but bill of lading issued by carrier and attached to draft drawn on purchaser of carload indicated that shipment was intrastate, carrier is estopped from asserting interstate character of shipment as against purchaser who paid draft without knowledge that carload was originally shipped from another state.—*M. K. & T. Ry. Co. v. Clement Grain Co.* Court of Civil Appeals of Texas. 211 S. W. 347.

**Federal Regulation of Intrastate Telegraph Rates.**—Congressional resolution authorizing president "to supervise or to take possession and assume control of" and "operate" an telegraph or telephone system for duration of war, and providing that resolution should not be construed to affect police regulations of state, held to authorize fixing of intrastate rates, the words "possession," "control," and "operation" importing absolute power over subject without interference, and "police regulations" referring merely to regulations to insure lives, health, and welfare of public and employees.—*State v. Wisconsin Telephone Co.* Supreme Court of Wisconsin. 172 N. W. 225.

### Size of Carload.

*Fields & Slaughter Co., Sioux City, Ia., plaintiffs, v. Peirson-Lathrop Grain Co., Kansas City, Mo., defendants, before Arbitration Com'te No. 1 of the Grain Dealers' National Ass'n, composed of C. D. Sturtevant, J. R. Murrell, Jr., and Geo. P. Bissell.*

Controversy arises over sale of four cars of oats by plaintiffs to defendants in October, 1916. Plaintiffs submit copies of confirmations, one reading "2 80's No. 3 white oats" and the other "2 80 cap cars No. 3 white oats" and claim that upon receipt of defendants' confirmations reading four cars, 80,000 pounds each, they changed them to read contents of four 80 cap. cars and signed and returned them. As defendants are unable to produce these confirmations or any other evidence, because their file is lost, and they do not deny plaintiffs' statements, we find the contracts were as stated in plaintiffs' confirmations.

Plaintiffs shipped three 80-cap cars, containing a total of 5,697 bus., or an average of 1,899 bus. a car, and one 60-capacity car, containing 1,953 bus., and defendants charged them the market difference on 2,350 bushels, being the difference between the amount shipped and 10,000 bushels, or four cars 80,000 pounds each. Plaintiffs bring these proceedings to recover this deduction, amounting to \$122.74.

Plaintiffs introduce evidence to show that the four cars were loaded to full visible capacity and in accordance with the rules of carriers, and that oats that year were light in weight, making it impossible to load 80,000 pounds in an 80 capacity car.

Defendants admit that according to the rules of the Ass'n and prior findings of the arbitration com'te, plaintiffs' contention is correct as to the three 80 capacity cars shipped, but intimate they are entitled to an allowance on the 60 capacity car. The sixty capacity car had cubical capacity equal to the eighties, and as the number of bushels in this car exceeds the average number of bushels in the three eighties, we find that plaintiffs filled their contract and that defendants were entitled to no allowance for under shipment.

We direct defendants to pay plaintiffs the amount claimed, \$122.74, and the costs of these proceedings.

THE GRASSHOPPER PLAGUE in Manitoba is now well under control, in spite of the government's being handicapped by the strike. Paris green was the principal poison used.



**Buyer Entitled to Outbound Weights.**

In Mayo Milling Co., Richmond, Va., plaintiff v. W. R. Mumford & Co., Chicago, Ill., defendants, the Arbitration Com'te No. 1 of the Grain Dealers National Ass'n, composed of C. D. Sturtevant, J. R. Murrell, Jr., and Geo. P. Bissell found for plaintiff.

Defendants shipped car C. M. & St. P. No. 86074, containing 62,380 pounds of oats on September 27, 1917, to fill this contract. The evidence shows this car was loaded at Michigan Central Elevator and was a direct transfer from C-93569. Defendants attached to their draft official inbound inspection certificate on car C-93569, showing inbound grade of No. 2 red rust proof oats, and claim that according to the customs and practices of the Chicago Board of Trade this certificate, accompanied by proof of direct transfer (which is furnished) makes a good delivery on contract.

Car arrived at Richmond October 9, 1917, and graded No. 4 rust proof account "damaged, sprouted grains, wheat and barley." Plaintiffs first rejected the car, tried unsuccessfully to affect an adjustment, and finally paid draft in full and unloaded the car, subject to claim for damages, account irregular papers and misgrading, and bring these proceedings to recover \$165.66, difference between invoice price and the market value at Richmond on the date of arrival October 9, 1917.

Defendants submit no proof of the alleged custom at Chicago covering outbound movement based upon inbound inspection certificate and in default of such proof, or proof of a prior course of dealing which would justify such a practice, we find that defendants did not furnish proper papers and, therefore, breached their contract. There is nothing in the case to indicate fraud on the part of defendants, but if a rule were established permitting the practice of forwarding shipments loaded out of a terminal elevator based upon inbound inspection it would give an opportunity for unscrupulous dealers to practice fraud. The buyer is not interested in, nor should he be held responsible for, the origin of the grain he buys loaded out from a terminal market. He should receive outbound weight and inspection certificates covering the actual car shipped him.

Plaintiffs submit market quotations for No. 3 mixed oats as basis for their claim. This is not conclusive. Red Rust Proof Oats usually command a premium. Plaintiffs as late as August, 1918, demanded settlement basis 2 cents a bushel. Therefore, in default of any proof of actual loss, or of the market value of No. 4 red rust proof oats on October 9, 1917, we direct defendants to pay plaintiffs \$38.99, or 2 cents a bushel, and the costs of these proceedings.

**Prior Unsettled Claim Not Ground for Cancellation.**

Arbitration Com'te No. 1 of the Grain Dealers National Ass'n, composed of Geo. P. Bissell, J. R. Murrell, Jr., and C. D. Sturtevant found for plaintiff I. A. Mabry of Ft. Worth, Tex., and against defendant Dawson Grain Co., of Omaha, Neb.

Defendant filed counter-claim as follows: First, Loss on car No. 15277 originally sold Mabry at \$2 basis Group No. 1 Texas and re-sold at Kansas City at a loss of \$378.28 for which amount defendant asks judgment. When defendant loaded this car they wired Mabry asking him to have his bank guarantee payment of draft and upon his refusing to do so, shipped the car to Kansas City and sold it there at the loss stated, their reason for this course of action being the unsettled claim. "We can find no justification for the defendant," says the com'te "No matter what controversies might be pending they were bound to ship the corn in accordance with the terms of their contract and failing to do so have no valid claim against plaintiff. We find for the plaintiff on this count."

**The com'te finds:**

First.—That plaintiff was within his rights when he demanded certificates showing the corn to be "kiln dried" as per contract and was justified in refusing to pay defendant's drafts unless supported by certificates to that effect.

Second.—That it was the duty of defendant, upon receipt of wire advice of plaintiff's objections to the inspection certificates, to at once have had him advised by wire that the corn was kiln dried as per contract and that certificates showing kiln dried would be furnished. This advice could have been wired by Kern or the Inspection Department, or both. If this had been done plaintiff would have had no further excuse to repudiate his contract.

Third.—That where a buyer, on a declining market, forces a seller to reduce his drafts

without other consideration than to get them paid and to save himself further loss, the seller would not thereby be estopped from recovering said deduction.

Fourth.—That in our opinion the buyer in this case has made a sufficient showing of other and additional consideration to justify the five cents discount, and that defendant, by making drafts upon the reduced basis, accepted and confirmed Kern's offer to plaintiff to settle upon that basis.

We find for plaintiff on this count and direct defendant to pay him the amount of his claim \$664.38 and the costs of these proceedings.

**The Corn Wire Worm.**

Now that the corn planting season is at hand, it behooves the farmer to look out for the pests and numerous insects which do serious injury and in some sections materially shorten the crop. Among those classed as most seriously injurious are the wireworms which do their damage in the early spring confining their activities to the seed, the roots, or that part of the stem beneath the ground.

When the seed is attacked, the worms gnaw away the outside, bore into and sometimes thru it, or eat away the entire inner part leaving only the hard outer shell. In attacking the young plant, they may devour the smaller roots, bore into and tunnel thru the larger ones, or may burrow thru the stem beneath the ground. In the first instance, the seed of course does not produce plants. In the second, the corn wilts and does not mature.

Normally, wireworms live in sod land where they feed on grass roots. Under cultivation the supply of food diminishes and they attack the corn roots. In color, they vary from yellow to reddish brown, and in size from three quarters of an inch to an inch and a half. The body may be either flat or rounded, smooth and segmented, the three segments directly back of the head bearing six short legs.

When a worm is full grown, usually in July or August, it buries itself in a little chamber which it hollows out in the ground where it chages to a pupa, which after from two to four weeks transforms into a beetle from a quarter of an inch to an inch in length. These are known as snap or click beetles, because when laid on their backs they spring into the air with a snap. Most of the beetles remain in the pupal chamber during the fall and winter, but some leave it shortly after their transformation and fly about, hibernating in the loose bark of trees, or any other protected nook thru the winter. In the spring they come out and lay their eggs, preferably in sod land. The eggs hatch into young wireworms and these feed and grow. Some remain in the soil for several years.

These worms are very difficult of control, but some recommendations given are that where wheat or grass land is to be planted to corn the following year, the land should be plowed immediately after the crop is cut, usually early in July and then cultivated deeply thruout the remainder of the summer. Land that is in corn and badly infested should be deeply cultivated, even at the risk of slightly root pruning the corn. This should be continued as long as the crop can be cultivated and as soon as the crop is removed the field should be thoroughly tilled before sowing to wheat. Where wheat is not followed by seeding to other crops, plowing kills the worms by destroying the food supply and preventing proper hibernation.

Proper drainage and the use of fertilizers together with a thoro preparation of the corn land will often give a fair stand of corn in spite of the worms and the cultivation of waste land along drainage ditches and creeks during midsummer, the deep cultivation of crops and fallow land at the same time destroys large numbers of them.

THE OPPORTUNITY to sell large quantities of Australian wheat to Spain is being lost because of the Australian Wheat Com'te in London quoting large parcels without insufficient details.

**TIME IS MONEY**

and you can't afford to waste it. If you handle 2,000 loads of grain per year, and it requires 4 minutes to compute the value of each of those loads, that means the expenditure of 8,000 minutes, or a total of about two weeks each year, doing nothing but figuring.

**WHY NOT**

use a table which does these things for you? Then all you will have to do will be to look at the table (takes about 2 seconds) and have the task completed—and with absolute accuracy. The high prices of grain have put most tables out of business.

**WITH OATS**

They're high, too, but we can furnish a table which reduces any number of pounds from 10 to 100,000 to bushels of 32 lbs. and at the same time indicates the value at a glance. The table is designed especially for oats, and the prices run from 10c to 79c, with values at  $\frac{1}{4}$ c and  $\frac{1}{2}$ c also indicated. For even hundreds of pounds the value is shown at a glance; and no matter what the weight may be, from the smallest wagon load to the biggest car load, it will never be necessary to make any calculation other than simple addition.

Clark's Decimal Values for Oats is a book of 18 pages, 8 $\frac{3}{4}$ x11 $\frac{1}{2}$  inches, printed on book paper, bound in heavy manila. It is as easy to understand as the kick of a mule, and the price while our supply lasts is

**\$1.00**

Don't forget to say how many you want when you send the draft to

**Grain Dealers Journal****305 So. La Salle Street****Chicago, Ill.**



## Patents Granted

**1,306,401. Ventilating Means for Corn Crib.** Eli M. Buechele. This consists of supporting members with flexible division-devices supported detachably in spaced pairs on them and spacing bodies mounted detachably between the members of the pairs, both the division devices and the spacing bodies being provided with a plurality of openings.

**1,306,468. Grinding Plate for Feed Mills.** George J. Covert, Wayne, and Byron A. Shaw, Bradford, N. Y. This circular plate has main grinding teeth which converge inwardly from the rim, the inner ends being tangent to a line concentric with the rim with a plurality of grinding ribs on each of the teeth with inner and outer edges substantially parallel with the rim.

**1,306,239. Grain Separator.** James K. White, Salina, Kan. The separator consists of a member with a conical cavity, with a longitudinal shaft extending thru it, and with a blower mounted on it for projecting a stream of air and stock into it; a beater attached to the shaft which can be operated in the cavity and a second blower mounted on the shaft for withdrawing the air and chaff from the machine.

**1,306,052. Weighing Machine.** Petronella Edt-bauer, Chicago, Ill. The machine is a vertically movable bin in which a predetermined weight of products is adapted to be weighed, a plate which opens the discharge opening in the bin when the weight has accumulated; a receptacle supported in the mouth of the bin which collects the products poured into it while it is discharging and dumps them when the discharge opening of the bin is closed.

**1,306,509. Elevator.** Leslie I. Ziegler, Indianapolis, Ind., assignor to Nerdyke & Marmon Co., Indianapolis. The elevator is an endless belt, an endless carrier, a pair of cross bars mounted on the carrier a rigid double faced platform on the cross bars being connected with them by a pin and a slot. The platform has two faces fixed relatively to each other, one facing forward and the other rear with respect to the endless carrier and guide rollers on the platform which travel in channel irons.

**1,305,267. Grain-Sieve.** Nels G. Ek, Minneapolis, Minn., assignor to Fosston-Carpenter Co., St. Paul, Minn., a corporation of Minnesota. This is a cleaner, the fan having a shaft with a crankhead at one end; a vibratory, sieve equipped shoe; a vibratory feed device and trough; a pitman connecting the crank and the shoe, with two connecting rods pivoted to the head of the pitman at points offset from the axis of the pivotal connection between the crank and pitman head, the one being connected to the

feed device and the other to the trough so that the shoe, feed device and trough are vibrated from the single crank carried by the fan shaft.

### Army Worm Devastating Southern Oklahoma.

Army worms are working on the wheat in Southern Oklahoma in millions, according to a report from the Lawton Grain Co. and they are moving north being reported now around Oklahoma City. Wheat, which a week ago promised 30 and 35 bus. per acre now looks as if it would not make over 5 and that only screenings.

The army worms prefer to breed in grass or small grain growing in low and moist parts of a field. When they become numerous and food scarce, they migrate usually at night in vast armies, destroying everything in their path. They climb cornstalks, usually eating the blades, but frequently the whole plant and the small grains, they devour.

The worm passes thru four stages—the moth, the egg, the caterpillar or worm, and the pupa. The moth lays the eggs in low areas where plant growth is rank. The eggs resemble glass beads smaller than the head of an ordinary pin and laid in patches in a gummy material between the folded blades of leaves or grain. Each female may lay 700 eggs which accounts for the enormous numbers of worms during an outbreak. In about 12 days, the eggs hatch into small, green caterpillars. They eat little and it requires a close examination to detect their presence. When about five weeks old, they become injurious. They are then about one and a half inches long, one eighth of an inch wide and in appearance resemble cutworms. The color is greenish yellow, brown or black. When full grown, they burrow into the ground and pupate and in ten to twenty days give rise to a moth. Two and sometimes three generations are possible in a season.

Control of the worm is by staking off infested areas and spraying with a mixture of Paris Green, 1 lb. or arsenate of lead, 2 lbs. soap 2 lbs. and water, 50 gallons; or the area may be covered with straw and burned. When spraying with Paris Green, 2 lbs. of freshly slaked lime should be added. When they have begun to migrate, they may be destroyed by spreading poisoned bait or by trenching.

The bait is prepared by using two pounds of white arsenic or Paris Green or four lbs. of lead arsenate paste, two gallons of black strap molasses to 50 lbs. of bran, shorts, or alfalfa meal with as much water as the mixture will hold without becoming sloppy. This should be spread in the path of the migrating worms, or if used in the fields, should be spread on the ground and in the plants.

Vertical sided and dusty trenches are used. The former should be ten inches deep and the side toward the crop should be straight up and down. In this postholes should be dug. The worm will not be able to climb the vertical side and in traveling along the ditch, will fall into the postholes where they may be destroyed by pouring kerosene and water over them. In the dusty trench, a deep furrow should be made with a walking plow toward the field to be protected leaving a dusty sloping side and postholes should be made in it, the principle being the same as the dusty sided trench. Running water in irrigation ditches also stops the progress of the worms, but care must be taken that they do not fill it up and cause an overflow as this causes them to be deposited in the field. They are not turned back by the ditch, but attempt to cross and must be destroyed while in the water.

THE SENATE bill providing for the return of telegraph and telephone properties to private control and the repeal of the law whereby the president took over these properties and the cable systems was passed by the house June 19.

### Insurance Notes.

A STATE OFFICE, with J. P. Becker, Kansas City, as local mgr. has been opened at Oklahoma City, Okla. by the Integrity Mutual Casualty Co. of Chicago.

HOUSE BILL No. 597, which revises the method used in determining condition and liability of casualty insurance companies, has been passed by The Illinois legislature.

THE SUIT brot by 147 fire insurance companies doing business in Missouri for a writ of mandamus to compel the state superintendent of insurance to grant them a flat rate increase of ten per cent was dismissed June 14 by the supreme court.

A NEW RULING on workmen's compensation policies is that they do not have to be rewritten to make them effective under the new Oklahoma law. All policies written prior to the 27th of June which do not expire before Sept. 1, next may be changed by indorsement as of the latter date to correspond with the new rate.

THE NEW WORKMEN'S COMPENSATION law of Tennessee becomes effective July 1. It differs from those passed by some other states, particularly Missouri, in that employers of less than 10 employes are not subject to its provisions. This exempts a great many grain elevators, but all may come in should they elect to do so. In Tennessee, the compensation is 50% of the wages and in Missouri 65%. Tennessee also adopted a uniform mutual bill so that trade mutual companies can be licensed.

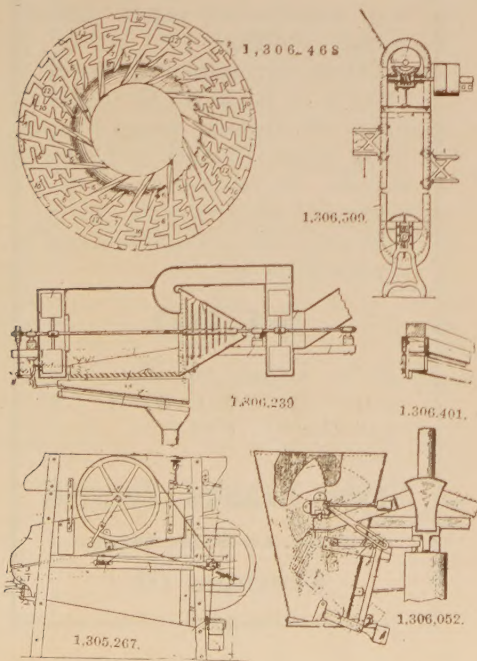
A MEETING of secretaries and mgrs. of millers' mutual insurance ass'ns was held July 16-18 in the offices of H. M. Giles, mgr. of the Northwestern Department of the Millers' National Ass'n at Minneapolis. The purpose was to make plans for the coming grain and milling season. Among those attending were: V. A. Reynolds and A. D. Baker, Chicago; C. E. Ridgeway and R. Watson, Kansas City, Mo.; J. T. Sharp, Des Moines, Ia.; G. A. McKinney and A. J. Kellenberger, Alton, Ill.; C. A. Stephens, Great Falls, Mont.; C. N. Ceder, Seattle, Wash.; L. N. Baker, Detroit; W. A. Miles, Canton, O.; C. A. McCotter, Indianapolis.

### Attorney's Fees on Claims.

House Bill, No. 234, an Act providing for attorney's fees in suits brot for collection of claims against common carriers by railroad for loss, damage or delay in the transportation of grain, passed the Illinois senate after being amended in five particulars. The bill is amended follows:

Section 1. That any person, having a valid bona fide claim against any common carrier of railroad doing business in this State for loss, damage or delay of grain transported by such carrier in intra-state or interstate commerce may present the same to such common carrier or to any duly authorized agent thereof as provided by State or Federal Law, rule or regulation, and if, at the expiration of ninety days after the presentation of such claim, the same has not been paid or satisfied, such claimant may institute suit thereon, and if such claimant establish by the decision of the court or jury that the amount for which suit has been brought is justly due and owing to such claimant, and that such claim was presented as hereinbefore provided at least ninety days before suit was brought for a sum or sums not exceeding the amount so found due and owing, then it shall be the duty of the court before whom the case has been tried to allow the plaintiff, when the foregoing facts appear, a reasonable attorney's fee in addition to the amount found due and owing on such claim, such fee not to exceed ten per cent of the amount so established, provided that no such fee shall be less than Ten Dollars. Provided, however, that nothing in this act shall be construed to repeal or in any manner affect any provision of law now in force giving a remedy to those having claims of the character mentioned in this Act, but the provisions of this Act shall be considered as cumulative of all other remedies.

ARMY WORMS, headed east, are damaging the alfalfa near Salina, Kans.





## WESTERN GRAIN DEALERS MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

J. A. KING, President GEO. A. WELLS, Secretary  
Write for information  
Regarding Short Term Grain Insurance

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This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 3/8 inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 1/4 x 12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise the ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer." Order Form 19 GT. Price \$1.00.

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The GRAIN DEALERS JOURNAL guarantees its CIRCULATION; boasts of the QUALITY of its circulation; has succeeded because of its INFLUENCE, and pays advertisers because its RATES are reasonable.

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of same at Cost.

Insurance in Force \$48,050,335.36 Cash Surplus \$655,363.13

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HOME OFFICE: Alton, Illinois

SOUTHWESTERN AGENCY: Railway Exchange, KANSAS CITY, MO.

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This monster visited Omaha last month, and traveled the same route as the 1913 Tornado. No one can tell where a Tornado will strike. Your community may be next. Protect yourself the "Grain Dealers Way." A \$10,000 Windstorm policy costs less than Five Cents a Day.

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Omaha, Nebraska



C. A. McCOTTER

Secretary

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## TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO.

LUVERNE, MINN.

Average Premium Return for 16 Years, 50% of the Deposit Premium.

Try our plan for Short Term Grain Insurance

E. H. MORELAND, Secretary

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## Flour Mill and Grain Elevator Mutual Insurance Companies

show that 80% of all fires in Mills and Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished, free of charge, by this office, on request.

## Mutual Fire Prevention Bureau

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GRAIN DEALERS JOURNAL,  
Chicago, Ill.

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THE RUSSELL MILLING COMPANY

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sions, and no  
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Your liability  
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**SEVEN YEARS OF EVER INCREASING CONFIDENCE  
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Standard, you know it's correctly made—you know it's right.  
The old story of "just as good" has been the cause of many enormous losses. There is no "just  
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The **SEEDBURO** Official Brown Duvel Moisture Tester (for whole or ground  
grains) is the only standard tester approved by the Govern-  
ment. It is being used by Government supervision offices, Grain Inspection Departments, Mills and Elevators  
from coast to coast. Made in sizes of 1-2-4-6 tests at a time, heated by alcohol, gas or electricity.

**Look Sharp!—Be sure it is "SEEDBURO"**

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Dockage Sieves for Wheat and Oats  
Government Specifications

Made throughout of aluminum, 13  
inches in diameter telescoping, only  
two pieces of metal are used, thereby  
making the sides seamless. The bot-  
tom perforations are of aluminum,  
which makes the construction strong,  
light weight, and will not rust. Set  
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Scalper Sieve, round perforations,  
12/64 inch.  
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Fine Seed Sieve, round perforations,  
7/12 inch.  
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4 1/2/64 inch.  
Solid Bottom Pan.  
Price \$8.00 for complete set.



Special "Four-in-One" Scale No. 14

This scale, designed and manufactured by us, is a small, complete  
office scale for weighing samples for moisture test and for determining  
test weights per bushel, dockages, weights for mailing samples, etc.  
This "Four-in-One" Agent's Bearing Scale is the most complete, com-  
pact, accurate and adaptable scale made satisfying these many needs.  
Effectively used in connection with grain sieves described herewith.  
Quick breaking and guaranteed accurate. Will do the work of four  
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and at the small price of one. Used by thousands of country shippers,  
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Price with weight per bu. cup, \$23.00.